Board of Trade Journal

Volume 185, No. 3473 Published by Her Majesty's Stationery Office 11 October 1963

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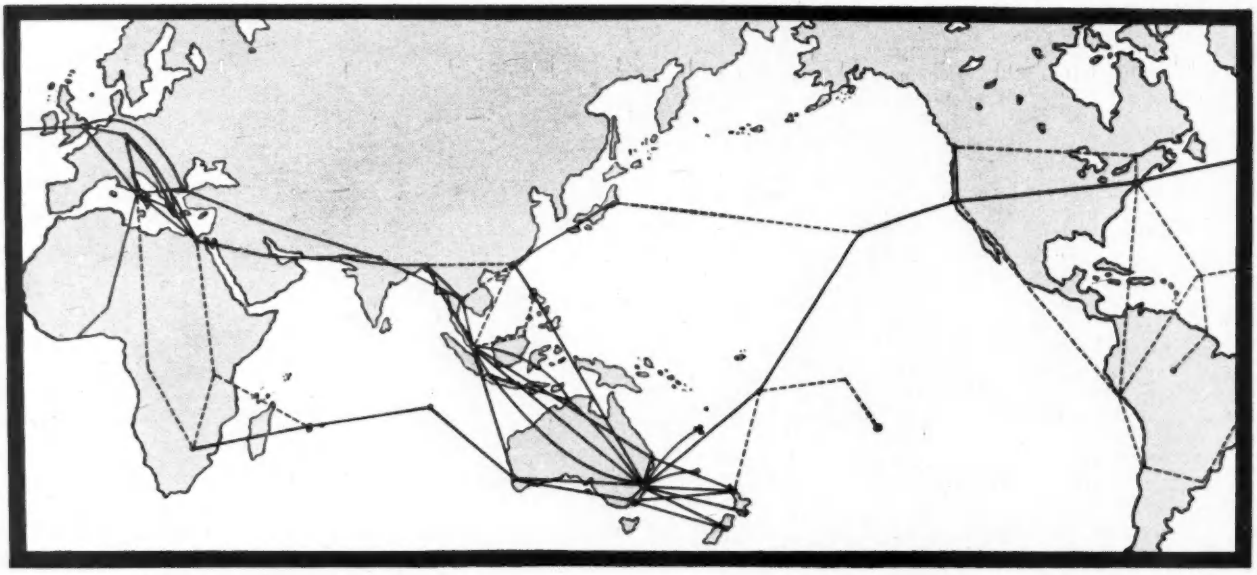

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Board of Trade Journal

VOLUME 185, NO. 3473, PAGES 777-840

11 OCTOBER 1963

PRICE 1*s.* 3*d.* NET. SUBSCRIPTION INCLUDING INLAND POSTAGE, £3 18*s.* 0*d.*

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Front cover photograph

St. Louis metropolitan area has a population of 2·5 million, more than half of the State of Missouri's population of 4·3 million. In St. Louis are two of the world's largest manufacturers of footwear, three of the largest breweries in the United States and one of the leading manufacturers of jet aircraft and space capsules. Here then, are opportunities for a broad range of Britain's exports. The picture shows a view of downtown St. Louis taken from Soldiers Memorial.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

The *Board of Trade Journal* is published weekly by H.M. Stationery Office, price 1s. 3d. (Annual Subscription £3 18s. 0d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; 39 King Street, Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast; or through any bookseller.

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Subscriptions and Sales Inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 2410, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2192.) Address for telegrams and cables 'Boneblack, London.'

The views expressed in contributions to the Journal emanating from other than official sources are not essentially those of H.M. Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to H.M. Stationery Office, Room D.84, Atlantic House, Holborn, Viaduct, London, E.C.1. (City 9876, Ext. 147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4. (Tel. City 3718).

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Orders and remittances for reprints should be addressed to the Director of Publications (P.2), H.M. Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1. Cheques should be made payable to H.M. Paymaster-General.

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EXPORTING TO THE UNITED STATES: 5

The Heart of America

H.M. CONSULATES IN ST. LOUIS AND KANSAS CITY CONTRIBUTED TO THIS ARTICLE WHICH WAS THEN EDITED IN THE COMMERCIAL DEPARTMENT OF THE BRITISH EMBASSY, WASHINGTON.

This article and the one that follows, entitled 'London Buying Houses of United States Department Stores', are the last of a series that has appeared in consecutive issues of the Board of Trade Journal on the general theme of the United States as a market for British goods. (Previous articles appeared in the Board of Trade Journal of September 13, 20 and 27, and October 4.) They are featured in advance of a seven-week tour of Britain, beginning October 21, by six of H.M. Commercial Officers in the United States who will be talking to businessmen individually about the prospects for exporting their goods to the American market. If you wish to make an appointment to meet one of these Officers and have not already applied in response to earlier publicity, you should approach the nearest office of the Board of Trade or send your inquiry to Room 5366, Board of Trade, Horse Guards Avenue, London, S.W.1, to establish whether any appointment time is still available.

HISTORICALLY the Mississippi River and its tributary the Missouri (itself one of the longest rivers in the world) have been both a channel for trade and settlement and a supply line for westward movement across the great plains towards the Rocky Mountains. The cities along the courses of these rivers grew great because they were both crossing points and interchange ports; and these are still their attributes today.

The Mississippi River system comprises the largest inland water system in the world, with a total of 7,000 miles of rivers and canals covering 29 of the principal centres in 20 States and bearing a traffic equal to two-thirds of all of the Great Lakes. In the States along the banks of these rivers, right in the centre of the whole country, lie much of the country's farm lands, the great corn belt of the west and the cotton lands to the south. These States are Missouri with its two large urban centres of St. Louis and Kansas City, southern Illinois, Nebraska, Kansas, Oklahoma and Arkansas to the south.

Missouri has a population of 4·3 million, of which the St. Louis metropolitan area accounts for 2·5 million, (20 per cent more than in 1950) and the Kansas City area (part of which is in the State of Kansas) for more than one million. The population of Nebraska is 1·4 million, of Kansas 2·2 million, of Oklahoma 2·3 million and of Arkansas 1·8 million. Some 1·5 million people live in southern Illinois and look to St. Louis and the Mississippi River rather than to Chicago in the north. All these States have important livestock, dairy and poultry industries together with those allied to farming, namely meat packing, flour milling and food processing. Nebraska, Kansas and Oklahoma produce most of the country's wheat and soya beans and are big producers of fruits and vegetables.

The manufacturing industries in these central States now play an even more important role in their economy than agriculture. These include primary and fabricated metals, and industrial chemicals. In St. Louis are two of the world's largest manufacturers of footwear, three of the country's largest breweries and one of the leading manufacturers of jet aircraft and space capsules. The State of Missouri is now second only to the Detroit area as a centre for the assembly of cars and some of the parts flowing into these assembly lines are now manufactured locally. There is increasingly diversified industrial activity.

Broad range of import opportunities

Here, then, are opportunities for a broad range of imports. This area, with a potential market of 13·5 million people, runs the whole range from sophisticated modern industry and metropolitan affluence to primitive rural 'share cropping' in the remoter parts of Arkansas. Change, however, is the predominant feature these days. It is marked by a definite resurgence in the old established industrial centres and by an ever increasing development within the expanding suburbs of the few but important metropolitan areas. Parallel with this urban development is the industrial development in rural areas that were formerly wholly agricultural. Hydro-electric dam projects have introduced new life into what traditionally were lower-income regions, providing new recreational facilities on the lakes with a resulting increased demand for fishing, boating and swimming equipment. Arkansas, for example, is rapidly gaining a reputation as a 'sportsman's paradise'.

Imports of British products have, as yet, hardly penetrated the surface of this vast marketing area. Traditional imports include a wide range of products and raw materials for the leather and related industries such as sheep, lamb, goat and kid skins, quebracho and wattle extract, carnauba wax, shoe findings and machinery; raw materials such as nickel, chromite, tungsten and manganese,, metal-working machinery for the metal fabricating industries, newsprint and paper of all types and machinery for the printing and publishing industries, woollen materials for the clothing industries, a wide range of raw materials and machinery for the chemical industry, and a variety of consumer goods. However, in relation to the size of the market this diversity of imports, made up primarily of raw materials, remains a comparatively insignificant factor in the economy of the area. There is plenty of room for continued expansion. What are the opportunities? It can be expected that the traditional imports will continue in demand and might be increased; but the greatest opportunities undoubtedly lie in the field of consumer goods – the large department stores* and high quality shops in the large cities are the principal outlets.

In rural Arkansas where, until recently, cotton growing was predominant, there is now a rapidly developing modern poultry industry. Here, too, cotton is giving way to furniture manufacturing, the indigenous hardwood forests supplying the raw material for this developing industry. Another innovation is the manufacture of work clothing – overalls, women's work smocks and the like – on a very large scale. In the metropolitan centres of Arkansas, notably in Little Rock, metal-working, the manufacture of women's shoes and food processing are all comparatively new and prospering industries which have in recent years outpaced 'King Cotton' and its marketing ramifications in this city.

Growing demand for general machinery

In these newly developing industries there will be a growing demand for general machinery, and more specifically for metal-working, wood-working and industrial machines for these specialized industries, together with the allied equipment needed in manufactures of this nature. Attention should therefore be paid to the potential requirements of the new industries.

Due to its complete turn-about from a predominantly agricultural economy to a wider based industrial complex, the rate of growth in Arkansas is very considerable, so both it and the adjacent States offer opportunities for goods from abroad. Missouri is an important producer of a variety of agricultural commodities in the Mid-Western farm belt, including grain, meat products and dairy products. There is therefore a market for farm and allied equipment. Its manufacturing centres where the standard of living is high offer opportunities for the United Kingdom manufacturer in such industries as apparel, footwear, electrical machinery, converted paper products, foundry products, structural clay products and food processing. St. Louis and Kansas City are not now the only industrial centres. There are important and growing manufacturing areas at Springfield, St. Joseph, Joplin, Jefferson City, St. Charles, Cape Girardeau and Hannibal – all in Missouri – which add considerably to the State's potential for industrial machinery and a wide range of industrial supplies.

Southern Illinois is predominantly agricultural but is an area where coal mining and oil refining add to the broader aspects of industrial development. Kansas and Nebraska also have important mineral products, lead, zinc, and petroleum. Oklahoma is one of the leading producers and refiners of petroleum.

The heart of America, continued

Export Opportunities for British Suppliers

Among the British goods which are likely to have a future in this area are:

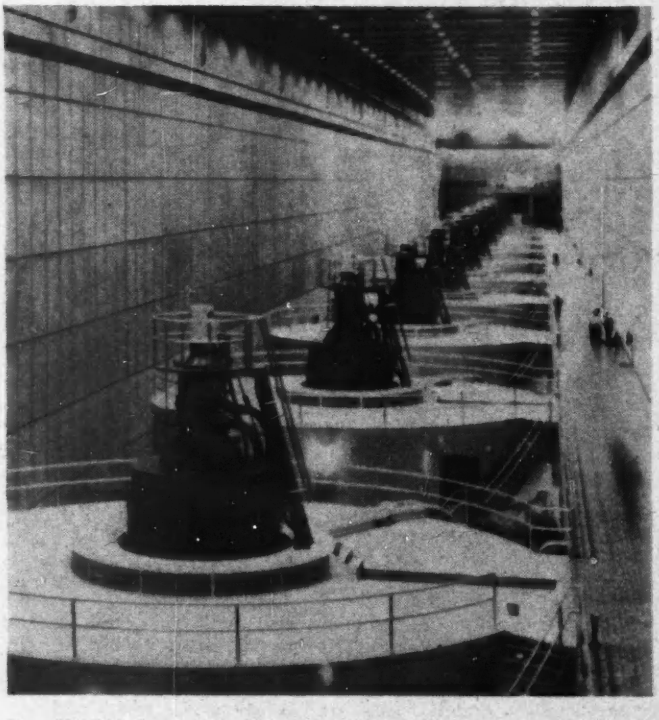
Consumer goods. British made consumer goods have wide acceptance in the United States, and have been exploited to great advantage on the East and West coasts generally, but to a lesser extent in metropolitan centres of some parts of the Mid-West and Mid-South. Because of the continuing rise in the standard of living, however, this market now offers opportunities for increased imports in the clothing, shoe, giftware, china, glass, housewares and toy fields.

Foodstuffs. Food products from Britain have an acceptance in traditionally import-minded parts of the country but are rarely seen in the rural areas. As an example, British confectionery has recently caught on in St. Louis and is now gaining acceptance slowly but steadily throughout this region.

Scientific instruments. In the important medical centres at St. Louis and Little Rock, there is great scope for British-made electro-medical equipment and advanced laboratory equipment.

Industrial machinery and supplies. The widely diversified industrial community at St. Louis, the developing industry in the rural areas of Missouri, the specialized chemical industries in southern Illinois and Kentucky, and the overall development in Arkansas, which have been mentioned above, now offer opportunities for British-made machinery and allied equipment for food processing, furniture production, packaging, shoe making, industrial electronic and aircraft production. With the system of waterways mentioned earlier, thoughts turn also to the market prospects for inventions such as the Hovercraft and to boats and recreational equipment of all kinds.

*See also 'London Buying Houses of United States Department Stores' on page 781 of this issue.



Ten 131,000 h.p. vertical water turbines, the generators and transformers for Priest Rapids power project on the Columbia River, Washington State, have been supplied by the English Electric Co. Ltd., and were made at Stafford Netherton works, Lancs., and Scotstoun, Glasgow. Seen here is the 1,025 feet long turbine hall housing the ten units, which are capable of generating 907,000 kilowatts of power to feed into the Pacific North West grid system.

A Rolls-Royce engined Boeing 707 for Air India flies over the peak of Mount Rainier from the nearby Boeing plant at Seattle.

Market Surveys of the United States

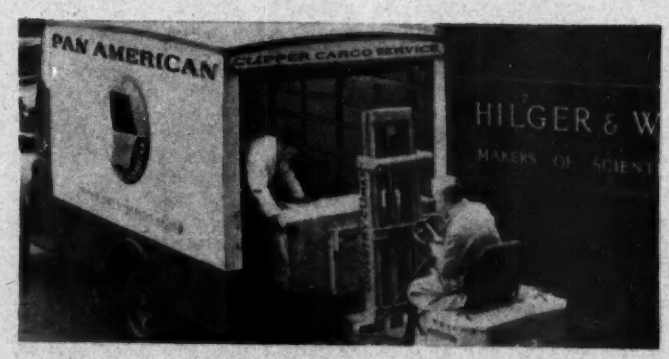
A special Supplement to the Export Service Bulletin was published on July 15 in connection with the Tour of Britain by six of H.M. Commercial Officers in the United States. The Supplement carried market reports on:

- Electronic Precision Measuring Equipment
- Equipment for Pleasure Boats
- Footwear
- Industrial Food Processing Machinery
- Laboratory Equipment
- Machine Tools
- Marine Engines for Pleasure Boats
- Materials Handling Equipment
- Medical Electronic Equipment
- Men's Clothing – Outerwear
- Packaging Machinery
- Plastics Injection Moulding Equipment
- Shoe Making Machinery

Three further market surveys prepared for the tour on

- Agricultural Equipment
- Pumps
- Textile Machinery and Accessories

appeared in a further Supplement to the Export Service Bulletin published on August 2. Inquiries for copies of any of the above surveys should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4.



Precision Instruments made by Hilger & Watts, London, being air-freighted to the United States.

London buying houses of United States department stores

To THE medium-size or small factory manufacturing consumer goods of all kinds and in all price ranges, the London buying houses of department stores in the United States offer a unique opportunity to 'export without tears'. It is, in fact, surprising that the existence of these organizations and their mode of operation is so little known by the directors of British firms who could conveniently make use of their services. A list of some buying houses, with the names of the stores they represent, appears at the end of this article. This gives an indication of the number and variety of the department stores in the United States seeking to purchase British goods.

The importance of department stores in the present day American way of life cannot be overstressed. Many of the large stores have achieved world renown and, in fact, it was from the growth of multiple goods stores in the large towns, and through considerable publicity, that the department store has developed. Amalgamations and expansions have turned many of the stores into widely spread chains represented not only in the main shopping areas of the big towns but in the suburban and rural areas as well, thus enabling the housewife to do her household shopping within easy distance of her home. The volume of business which the department stores conduct is very large indeed and this is not surprising, as the United States is a country having 50 million homes with a total personal disposal income of some $354 billion.

Constantly seeking new products

Some chains of department stores concentrate on certain areas of the country while others spread throughout the Union and serve a great variety of differing communities. The tendency, however, is for buying to be centralized and the large purchasing departments of the stores are constantly seeking sources of supply of new products of all kinds. The imported product provides a large measure of this need.

It is recognized by most store managements that a thorough knowledge of the United States market as a whole is difficult and expensive to acquire. Although many products made outside the United States would be attractive to the American public, these are often manufactured by small firms who would find it uneconomic to have their own export departments. It is also recognized that many export departments dealing as they do with the whole world have only a sketchy knowledge of the United States requirements in particular. For these reasons many department stores have come to rely on the services of their overseas buying houses, the list of houses in London is one of many covering most industrial countries in the world.

The reaction of countries to the establishment of buying house services in their own capitals shows a marked degree of difference from one country to another. In Japan, for instance, the services of the buying houses are fully utilized. The smaller Italian manufacturers have also become aware of the potential for their goods in the United States, and goods of the Italian craft industry, manufactured by very small companies indeed, are to be seen in some of the larger stores in New York and elsewhere.

Although the buying houses in London purchase goods made in Britain to the value of many millions of pounds annually, there is no doubt that purchases could be increased if more British manufacturers were to try to interest these buyers and at the same time to study the buyers' reactions with a view to adapting products to suit American requirements.

The successes of Japanese products in United States department and chain stores are to be explained not only by relatively low production costs but by the willingness of the Japanese manufacturer to style and package his products to satisfy American tastes. He has learned from the buyers what they want.

(*Continued on next page*)

THE UNCOMMON MARKET

The gold rush is over, the cowboys and indians are all on TV, and the American Far West is the fastest growing industrial area in the U.S.

Affluent westerners and Californianos drink Beefeaters with Schweppes; drive Jaguars, TRs, and MGs (generally non-contiguous activities); play harder; and manage to build more missiles, aircraft, and electronic devices than almost anyone.

Here is our story:

The British-American Chambers of Commerce are non-profit organisations devoted to the promotion of trade and friendship between the United Kingdom and our respective areas of the United States.

The many services available to member companies include: providing U.K. manufacturers contact with prospective agents and import distributors, seeking manufacturing contacts for U.K. firms desiring American products to manufacture under licence (and vice-versa), instituting preliminary marketing surveys, handling trade fair displays for U.K. exhibitors unable to send personal representatives, providing trade publications and economic reports on business opportunities in the most expanding consumer market in the World and publishing inquiries from U.K. firms via numerous trade media in the Western States, plus attending to the numerous personal requests from our member companies throughout the United Kingdom.

We invite any U.K. firm wishing a qualified organisation to represent their interests and desirous of taking advantage of these many personal services to write to us for more information regarding membership in our Chambers.

●

ROGER COURTIN
Executive Secretary

BRITISH-AMERICAN CHAMBER OF COMMERCE AND TRADE CENTER OF THE PACIFIC SOUTHWEST

643 SOUTH FLOWER STREET · LOS ANGELES 17 CALIFORNIA

Cable Address: BRITAMCEN

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IAN M. HUTCHISON
Manager

BRITISH-AMERICAN CHAMBER OF COMMERCE AND TRADE CENTER

310 SANSOME STREET · SAN FRANCISCO 4 CALIFORNIA

Cable Address: BRITAMCENT

London buying houses, continued

The London buying houses can offer a real service to British industry. They can advise on colour, style, size, packaging and potential outlet in nearly every kind of consumer goods, including food, clothing, giftware, household and sports goods. Through these firms, products can be sold in sterling, and export formalities can thus be taken out of the hands of the manufacturers. They also act as a centre for visiting buyers from the Store Headquarters themselves. The buying houses can thus advise British manufacturers of the impending visits of specialized department buyers, and can arrange meetings to the benefit both of the buyer and British firms.

Many of the houses can give not only general advice on American trends but can also explain the regional differences which exist in the United States and thus extend the potential export sales to cover the many areas of this enormous market.

Names of some London Buying Houses and the United States Stores they represent

No responsibility accepted in regard to the standing of any firms, companies or individuals mentioned.

ABERCROMBIE & FITCH CO., 168 REGENT STREET, LONDON, W.1.
(Top quality merchandise suitable for sale in stores with sporting slant)
(No children's wear, domestic furnishings or very cheap merchandise)
Abercrombie & Fitch Co., New York, N.Y.
Abercrombie & Fitch Co., Chicago, Illinois.
Abercrombie & Fitch Co., San Francisco, California.

ANDREWS & MAY (LONDON) LTD., 23 GOLDEN SQUARE, LONDON, W.1.
(Woollen and worsted piece-goods only)
Kingsley Fabrics Inc., Suite 1316, 1290 Avenue of the Americas, New York 19, N.Y.

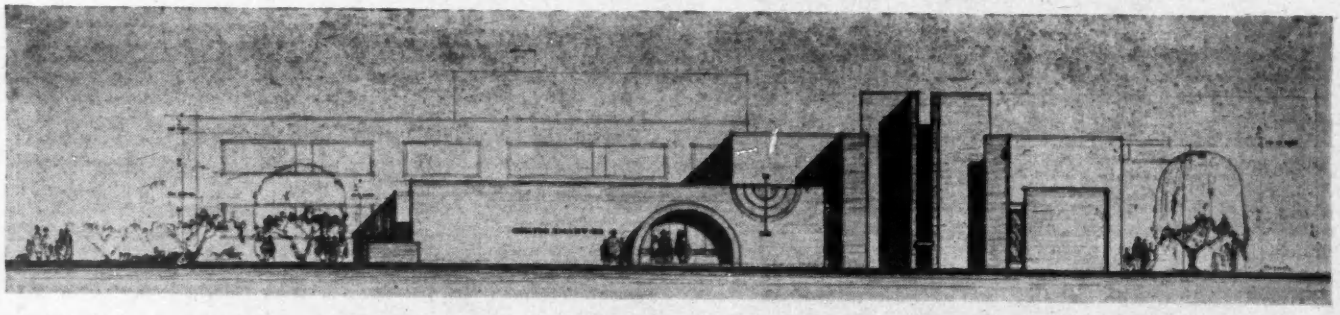
ASSOCIATED MERCHANDISE CORPORATION, 62-64 BROOK STREET, LONDON, W.1.
(All merchandise suitable for sale in Department Stores)
Abraham & Straus Inc., Brooklyn, New York.
Associated Merchandising Corporation, New York 18, N.Y.
L. S. Ayres & Company, Indianapolis, Ind.
Bloomingdale Bros. Inc., New York, N.Y.
Bullock, Los Angeles, Calif.
Burdines, Miami, Florida.
The H. C. Capwell Co., Oakland, Calif.
Carson Pirie, Scott & Co., Chicago, Illinois.
Dayton's Minneapolis, St. Paul, Minn.
The Emporium, San Francisco, Calif.
Wm. Filenes Sons Co., Boston, Mass.
Foley's, Houston, Texas.
B. Forman Company, Rochester, New York.
The Higbee Co., Cleveland, Ohio.
Joseph Horne Co., Pittsburg, Pa.
The J. L. Hudson Company, Detroit, Mich.
Hutzler Brothers Co., Baltimore 1, Maryland.
F. & R. Lazarus & Co., Columbus, Ohio.
Milwaukee Boston Store Inc., Milwaukee, Wis.
Rich's Inc., Atlanta, Ga.
The Rike-Kumler Co., Dayton, Ohio.
Sanger-Harris, Dallas, Texas.
Shillito's, Cincinnati, Ohio.
Strawbridge & Clothier, Philadelphia, Pa.
Thalhimer Bros. Inc., Richmond, Va.
Goldsmith's, Memphis, Tennessee.

FREDERICK ATKINS INTERNATIONAL LTD., 72 NEW BOND STREET, W.1.
(All merchandise suitable for sale in Department Stores)
Auerbach Company, Salt Lake City, Utah.
J. L. Brandeis & Sons, Inc., Omaha, Nebraska.
Brown-Dunkin Co., Tulsa, Oklahoma.
T. A. Chapman Company, Milwaukee, Wis.
City of Paris, San Francisco, Calif.
The Crescent, Spokane Dry Goods Co., Spokane, Wash.
The Denver Dry Goods Co., Denver, Colorado.
Emery, Bird, Thayer, Kansas City, Missouri.
G. Fox & Co., Inc., Hartford, Connecticut.
Gladding's Inc., Providence, Rhode Island.
The Halle Bros. Co., Cleveland, Ohio.
Hochschild, Kohn & Co., Baltimore, Maryland.
D. H. Holmes, Company, Ltd., New Orleans, Louisiana.
D. H. Holmes, Company, Ltd., Baton Rouge, Louisiana.
J. B. Ivey & Company, Charlotte, North Carolina.
The Killian Company, Cedar Rapids, Iowa.
Luckey Platt & Co., Poughkeepsie, New York.
Harry S. Manchester, Inc., Madison, Wis.
McCurdy & Company Inc., Rochester, New York.
Mayer & Schmidt, Tyler, Texas.
Miller Brothers Company, Chattanooga, Tennessee.
Miller & Rhoads, Inc., Richmond, Va.
Miller's Inc., Knoxville, Tennessee.
John G. Myers Co. Inc., Albany, New York.
Pfeifers of Arkansas, Little Rock, Arkansas.
L. R. Samuels, Ogden, Utah.
Scruggs-Vandervoort-Barney, Inc., St. Louis, Missouri.
R. H. Stearns Company, Boston, Mass.
Paul Steketee & Sons Co., Grand Rapids, Michigan.
Chas. A. Stevens & Co., Chicago, Illinois.
Townsend & Wall Company, St. Joseph, Missouri.
John Wanamaker, Philadelphia, Pennsylvania.
H. P. Wasson & Co., Indianapolis, Ind.
Weinstock, Lubin & Co., Sacramento, Calif.
Woodward & Lothrop, Washington, D.C.
George Wyman & Company, South Bend, Indiana.

GEORGE BAKER LTD., 48 ALBEMARLE STREET, PICCADILLY, LONDON, W.1.
(All merchandise suitable for sale in Department Stores)
The Mutual Buying Syndicate Inc., New York, N.Y. incorporating:
Ackemann Bros., Elgin, Illinois.
Adam, Medlrum & Anderson Co. Inc., Buffalo, N.Y.
Baron Bros., Madison, Wis.
Gus Blass Co., Little Rock, Ark.
Block & Kuhl Co., Peoria, Illinois.
The Bon-Ton Department Store, York, Pa.
Bowman's Department Store Inc., Harrisburg, Pa.
Buck's Inc., Wichita, Kansas.
Buffum's, Long Beach, Calif.
C. E. Chappell & Sons Inc., Syracuse, N.Y.
Cleland Simpson Co., Scranton, Pa.
Conrad & Chandler Inc., Boston, Mass.
Consolidated Dry Goods Co., Springfield, Mass.
Cox's Inc., McKeesport, Pa.
Crosby Bros. Inc., Topeka, Kansas.
Crowley, Milner & Co., Detroit, Mich.
Denholm & McKay Co., Worcester, Mass.
Diamond's Park Central, Phoenix, Ariz.
S. P. Dunham Co., Trenton, N.J.
The Elder & Johnson Co., Dayton, Ohio.
The Emporium, St. Paul, Minn.
Erie Dry Goods Co., Erie, Pa.
The Fair, Chicago, Illinois.
Fandel Co., St. Cloud, Minn.
Fowler, Dick & Walker Inc., Binghamton, N.Y.
Gately's Peoples Store, Chicago, Illinois.
W. A. Green Co., Dallas, Texas.
The Harvey Co., Nashville, Tenn.
Heironimus of Roanoke, Roanoke, Va.
Jacome's Department Store, Inc., Tucson, Ariz.
Kellogg Drake Co., Galesburg, Illinois.
Kresge-Newark Inc., Newark, N.J.
Lamson Bros. Co., Toledo, Ohio.
H. Leh & Co., Allentown, Pa.
Lipman Wolfe & Co., Portland, Oreg.
Loveman's Inc., Chattanooga, Tenn.
Edw. Malley Co., New Haven, Conn.
G. M. McKelvey Co., Youngstown, Ohio.
Meyers-Arnold Co., Greenville, South Carolina.
Monnig Dry Goods Co., Fort Worth, Tex.
Norby Department Store, Fergus Falls, Minn.
Petersen-Harned-Von Maur, Davenport, Iowa.
The Louis Pizitz Dry Goods Co., Birmingham, Alabama.
Porteous, Mitchell & Braun, Portland, Maine.
H. C. Prange Co., Sheboygan, Wis.
The Purcell Co., Lexington, Ky.
Raffin Department Stores, New Ulm, Minn.
Rhodes of Seattle, Seattle, Wash.
Rice's, Norfolk, Virginia.
Robertson Bros., Department Stores, South Bend, Ind.
Rosenbaum Co., Pittsburgh, Pa.
Roshek Bros., Dubuque, Iowa.
Roth Bros., Superior, Wis.
Sage Allen & Co., Hartford, Conn.
E. M. Scarborough & Sons, Austin, Texas.
Senger Dry Goods, Peru, Ind.
L. L. Stearns & Sons, Williamsport, Pa.
Stone & Thomas, Wheeling, W. Virginia.
Strathen Hasty Co., Vincennes, Ind.
A. B. Sutherland Co., Lawrence, Mass.
Wm. H. Turner Co., Kokomo, Ind.
John D. Van Allen Sons Inc., Clinton, Iowa.
Watt & Shand, Lancaster, Pa.
W. M. Whitney & Co., Albany, N.Y.
Wiley's Inc., Hutchinson, Kansas.
Wolf & Desmuger Co., Fort Wayne, Ind.
Zahn's Inc., Racine, Wis.
Zion's Co-operative Mercantile Inst., Salt Lake City, Utah.

INDEX INQUIRIES

Inquiries about the detailed contents of the Journal *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Trafalgar 8855, Ext. 2128) who compile the half-yearly index to the Journal.*



A £165,000 contract for extensions (outlined left) to Temple Emanu-El in New York has been awarded to Taylor Woodrow Blitman of New York by Temple Emanu-El of Long Beach Inc. A new main auditorium will be provided and the old auditorium is being converted to include classrooms, offices and a kitchen. The whole building is being air conditioned. Work is expected to be completed next summer.

BAKER, WARBURG & CO. LTD., CHESHAM HOUSE, 150 REGENT STREET, LONDON, W.1.
(All merchandise suitable for sale in Department Stores)
The Addis Company, N.Y.
L. L. Berger Inc., Buffalo, N.Y.
Bonwit, Teller, Inc., 721 Fifth Avenue, N.Y.
City of Paris, San Francisco, Calif.
Franklin Simon, 414 Fifth Avenue, N.Y.
Harris and Frank, Los Angeles, Calif.
L. Hart & Sons, San Jose, Calif.
Hartley's, Miami, Florida.
Hess Bros., Allentown, Pennsylvania.
Kleins Inc., Kansas City, Mo.
Leron Inc., 745 Fifth Avenue, 22, N.Y.
Martin's, Brooklyn, N.Y.
Joseph Magnin, San Francisco, Calif.
Mercantile Stores Inc., N.Y.
Plymouth Shops, Inc., 19/26 Broadway, N.Y.
Radnor House, Radnor, Pennsylvania.
Sakowitz Bros., Houston, Texas.
Salkin and Linoff, Minneapolis, Minnesota.
Smiths, Oakland, Calif.
Teppers, Plainfield, N.J.
Wieboldt International & Aldens, Chicago.
Winkleman Bros. Apparel Inc., Detroit.
J. Breuner & Coil, 2201 Broadway, 12, Oakland, Calif.

JAMES BENNETT (BUYING & EXPORT) LTD., 76 GROSVENOR STREET, LONDON, W.1.
(All merchandise suitable for sale in Department Stores)
James Bennett, The White House, San Francisco.

THE ASSOCIATED DRY GOODS (U.K.) LTD., 4 HARLEY STREET, LONDON, W.1.
(All merchandise suitable for sale in Department Stores)
The Diamond Inc., Charleston, W. Virgina.
Hahne & Co., Newark, N.J.
The William Hengerer Co., Buffalo, N.Y.
Lord & Taylor Inc., New York, 18, N.Y. (and branches).
Lord & Taylor Inc., West Hartford, Connecticut.
Lord & Taylor Inc., Bala-Cynwyd, Pa.
Lord & Taylor Inc., Washington, D.C.
Powers Dry Goods Co., Inc., Minneapolis, 1, Minn.
J. W. Robinson Co., Inc., Los Angeles, Calif.
D. G. Stewart Co., Louisville, Ky.
Sibley Lindsay & Curr Co., Rochester 4, N.Y.
Erie Dry Goods Co., Erie 1, Pa.
H. & S. Pogue Co., Cincinnati, Ohio.
Stewart & Co., Baltimore, Md.
Goldwaters, Phoenix, Arizona.

DODWELL & CO. LTD., 24 ST. MARY AXE, LONDON, E.C.3.
(All merchandise suitable for sale in Chain Stores)
S. H. Kress & Company, 114 Fifth Avenue, New York, 11, N.Y.

GIMBEL BROTHERS, BERKELEY SQUARE HOUSE, BERKELEY SQUARE, LONDON, W1.
(All merchandise suitable for sale in Department Stores and high-class men's, women's, children's wearing apparel, and accessories for Speciality Stores)
Gimbel Brothers, New York, N.Y.
Gimbel Brothers, Philadelphia, Pa.
Gimbel Brothers, Pittsburgh, Pa.
Gimbel Brothers, Milwaukee, Wis.
Broadway Department Stores, Los Angeles – and throughout California.
Saks, Fifth Avenue, New York, N.Y. – and branches throughout the United States.
Saks, 34th, New York.
Neiman-Marcus Co., Dallas and Houston.
Nousetters, Denver, Colorado.
Roos/Atkins, San Francisco, Calif. – and throughout California.
Halles Bros. Inc., Cleveland, Ohio.
McInerny, Honolulu, Hawaii.

GEORGE KAUFMANN (LONDON) LTD., 11 GRESHAM STREET, LONDON, E.C.2.
(All merchandise suitable for sale in Department Stores)
Universal Bernal Corp., 1332 East 103rd Street, Brooklyn.
Samfred & Co., 158-10-84th Drive, off Parsons Boulevard, Jamaica, 32, N.Y.
Andre First Inc., 100-11 Astoria Building, East Elmhurst, New York.

R. H. MACY & CO., 52/63 CONDUIT STREET, LONDON, W.1.
(All merchandise suitable for sale in Department Stores)
Brandeis J. L. & Sons Inc., Nebraska.
Macy's, New York, N.Y. (and branches).
Macy's, Kansas City, Mo.
Macy's, San Francisco, Calif.
May-Cohen's, Jacksonville, Florida.
L. Bamberger & Co., Newark, N.J.
George Innes Co., Wichita, Kansas.
The Hecht Co., Washington, D.C.
The Hecht Co., Baltimore, Md.
Lesalle & Koch Co., Toledo, Ohio.
Meier & Frank Co Inc., Portland, Oregon.
Famous-Barr Co. St. Louis, Missouri.
The May Co., Cleveland, Ohio.
The May Co., Los Angeles, Calif.
The May D. & F Co., Denver, Colorado.
The M. O'Neil Co., Akron, Ohio.
Kaufmann's, Pittsburg, Pa.
The Strouss-Hirshberg Co., Youngstown, Ohio.
Davison-Paxon, Atlanta, Georgia.
The May Company, San Diego, Calif.

MARSHALL FIELD & CO., 4 NEW BURLINGTON STREET, LONDON, W.1.
(All merchandise suitable for sale in Department Stores)
Marshall Field & Co., 111 North State Street, Chicago 90, Illinois.
Fredrick & Nelson, Fifth and Pine Streets, Seattle 11, Washington.

METASCO INC., 167 OXFORD STREET, LONDON, W.1.
(All merchandise suitable for sale in Department Stores)
The James Black Dry Goods Co., Waterloo, Iowa.
The Wm. H. Block Co., Indianapolis, Ind.
Block's Glendale, Indianapolis, Ind.
Block's Southern Plaza, Indianapolis, Ind.
Block's College Shop, Bloomington, Indiana.
The Bon Marche, Boise, Idaho.
The Bon Marche-Russell's, Eugene, Oregon.
The Bon Marche, Lewiston, Idaho.
The Bon Marche, Longview, Washington (formerly the Merk).
The Bon Marche, Lowell, Mass.
The Bon Marche of Ogden, Ogden, Utah.
The Bon Marche, Pendleton, Oregon.
The Bon Marche, Richland, Washington.
The Bon Marche, Seattle, Washington.
The Bon Marche, Northgate, Washington.
The Bon Marche, Bellingham, Washington.
The Bon Marche, Everett, Washington.
The Bon Marche, Tacoma 1, Washington.
The Bon Marche-Palace, Spokane 10, Washington.
The Bon Marche, Walla Walla, Washington (formerly A. M. Jenson).
The Bon Marche, Yakima, Washington.
Cain-Sloan Company, Nashville 3, Tennessee.
Dey Brothers and Company, Syracuse 1, N.Y.
Dey Brothers and Company, Shoppington Dewitt, N.Y.
Donaldson's-Golden Rule, Minneapolis 2, Minnesota.
Branch Stores:
Donaldson's-Golden Rule, Rapid City, South Dakota.
Donaldson's-Golden Rule, Rochester, Minnesota.
Donaldson's-Golden Rule, Southdale, Minnesota.
Donaldson's-Golden Rule, St. Paul, Minnesota.
The Fair Stores of Texas, Downtown, Fort Worth, Texas.
Branch Stores:
The Fair Stores of Texas, Arlington Area of Fort Worth, Texas.
The Fair Stores of Texas, West Cliff Area of Fort Worth, Texas.
The L. H. Field Company, Jackson, Michigan.
B. Gertz, Inc., Jamaica 32, L.I., N.Y.
Branch Stores:
B. Gertz, Inc., Flushing 54, L.I., N.Y.
B. Gertz, Inc., Great Neck, L.I., N.Y.
B. Gertz, Inc., Hicksville, L.I., N.Y.
B. Gertz, Inc., Bayshore, L.I., N.Y.
Hardy Herpolsheimer Company, Muskegon, Michigan.
Heer's Inc., Springfield, Missouri.
Herpolsheimer Company, Grand Rapids 2, Michigan.
Jordan Marsh Company, Boston, Mass.
Branch Stores:
Jordan Marsh Company, Framingham, Mass.
Jordan Marsh Company, Nalden, Mass.
Jordan Marsh Company, Peabody, Mass.
Jordan Marsh Company, Miami 32, Florida.
Jordan Marsh Company, Ft. Lauderdale, Florida.
Jordan Marsh Company, Orlando, Florida.
Jordan Marsh Company, Gulfgate, Houston 17, Texas.
Jordan Marsh Company, Houston 1, Texas.
Joske Brothers Company, San Antonio 6, Texas.
Branch Store:
Joske Brothers Company, Las Palmas, San Antonio, Texas.
R. E. Kennington Company, Jackson 5, Mississippi.
Wm. Laubach & Sons, Easton, Pennsylvania.
Levy's of Savannah, Inc., Savannah, Georgia.
Maas Brothers Inc., Tampa, Florida.
Branch Stores:
Maas Brothers Inc., Gandy Blvd., Tampa, Florida.
Maas Brothers Inc., Lakeland, Florida.
Maas Brothers Inc., Northgate, Tampa, Florida.
Maas Brothers Inc., St. Petersburg 1, Florida.
Maas Brothers Inc., Sarasota, Florida.
Maas Brothers Inc., Clearwater, Florida.
Mabley and Carew Company, Cincinnati, Ohio.
Branch Stores:
Mabley and Carew Company, Swifton Center, Cincinnati, Ohio.
Mabley and Carew Company, Western Hill Plaza, Cincinnati, Ohio.
The Meyer's Company, Greesboro, North Carolina.
Missoula Mercantile Company, Missoula, Montana.
Missoula Mercantile Company, Fair Oaks Area of Fort Worth, Texas.
Missoula Mercantile Company, Fair East Area of Fort Worth, Texas
The Muller Company Ltd., Lake Charles, Louisiana.
The Paris of Montana, Great Falls, Montana.
The A. Polsky Company, Akron 2, Ohio.
The A. Polsky Company, Canton, Ohio.
Pameroy's Inc., Harrinburg, Pennsylvania.
Pameroy's Inc., Levittown, Pennsylvania.
Pameroy's Inc., Pottsville, Pennsylvania.
Pameroy's Inc., Reading, Pennsylvania.
Pameroy's Inc., Wilkes-Barre, Pennsylvania.
D. M. Read Company, Bridgeport, Connecticut.
Louis Samler Inc., Lebanon, Pennsylvania.
Sterling-Lindner Company, Cleveland 15, Ohio.
Stern Brothers, New York 36, N.Y.
Branch Store:
Stern Brothers, Paramus, N.J.
Stern's-Quack embush Co., Paterson 1, N.J.
Stern's-Preakness, Wayne, N.J.
Titche-Goettinger Company, Dallas 1, Texas.
Branch Stores:
Titche-Goettinger Company, Wynnewood, Dallas, Texas.
Titche-Goettinger Company, Lochwood, Dallas, Texas.
Titche-Goettinger Company, Preston Forest, Dallas, Texas.
A. E. Troutman Company, Butler, Pennsylvania.
A. E. Troutman Company, Connellsville, Pennsylvania (Troutman-Reiber).
A. E. Troutman Company, Greensburg, Pennsylvania.
A. E. Troutman Company, Indiana, Pennsylvania.
A. E. Troutman Company, Latrobe, Pennsylvania.
New Castle Dry Goods Co. (Troutman Group), New Castle, Pennsylvania.
Waite's Inc., Pontiac, Michigan.
The Edward Wren Store, Springfield, Ohio (Denton Stores).
Branch Store:
The Robinson-Schwenn Store, Hamilton, Ohio (Denton Stores)
The John Ross Store, Middletown, Ohio.
The Fashion, Columbus 16, Ohio.
Purchasing Agents for:
Rhodes Department Stores, Mountain View, Calif.
Rhodes Department Stores, Sacramento, Calif.
Rhodes Department Stores, Valley West, Beaverton, Oregon.
Rhodes Department Stores, Oakland 12, Calif.
Rhodes Department Stores, Portland 5, Oregon.
Rhodes Department Stores, Portland 20, Oregon.
Rhodes Department Stores, Fresno 3, Calif.
Rhodes Department Stores, Phoenix, Arizona.
Rhodes Department Stores, Tacoma, Washington.
City Stores Mercantile Company, New York, N.Y.
Lit Brothers, Philadelphia 5, Pa.
Snellenburg, Philadelphia 5, Pa.
Maison Blanche, New Orleans 2, La.
Lansburgh's, Washington 4, D.C.
B. Lowenstein, Memphis 3, Tennessee.
Loveman Joseph & Loeb, Birmingham 3, Alabama.
Kaufman-Straus, Louisville 2, Kentucky.
Klines, Kansas City 6, Missouri.
Bry Block, Memphis 3, Tennessee.
Almart Stores, Peck's, Lynchburg, Virginia.
Almart Stores, Peck's, Kansas City, Missouri.
Almart Stores, Wilmington, De.
Almart Stores, Bethlehem, Pa.
Goldblatt Brothers Inc., Chicago 4, Illinois.
Wolf & Dessauer, Fort Wayne, Indiana.
The Spanish Main, St. Thomas, Virgin Island 5.

GEORGE H. MOSELY & CO. LTD., CHESHAM HOUSE, 150 REGENT STREET, LONDON, W.1.
(All merchandise suitable for sale in Department Stores)
Bergman's Department Stores, Wilkes Barre, Pa.
Max Alder & Co., South Bend, Indiana.
The Big Store, Cincinnati, Ohio.
Maya Silk Mills Inc., 330 Fifth Avenue, New York City 1.

J. H. MOSSCROP LTD., 632/3 ULSTER CHAMBERS, 168 REGENT STREET, LONDON, W.1.
(All merchandise suitable for sale in Department Stores)
The English Shop, West Hartford, Conn.
Empire Imports Inc., New York 18, N.Y.
Farnsworth-Reed Ltd., Washington 4, D.C.
Frank Brothers, Fenn, Feinstein, Inc., New Haven 2, Conn.
Robert Kirk Ltd., San Francisco, Calif.
Samuel Martin Ltd., Seattle, Washington.
F. R. Tripler & Co., New York 17, N.Y.
Peck & Peck, New York 10, N.Y.
John N. Hansen & Co., 369 Adrian Road, Millbrae, Calif.
Norman Bender, 2508 Broadway, New York, N.Y.

NEWCO MERCHANDISE CO. LTD., 92 CANON LANE, PINNER, MIDDX.
(All merchandise suitable for sale in Department Stores)
J. J. Newberry Co., New York 16, N.Y.
Britts Department Stores, New York.
G. C. Murphy Co., McKeesport, Penn.

OHRBACH'S (LONDON) LTD., 48 ALBEMARLE STREET, PICCADILLY, LONDON, W.1.
(All merchandise suitable for sale in Department Stores)
Ohrbach's Inc., New York, N.Y.
Ohrbach's Inc., Newark, N.J.
Ohrbach's Inc., Los Angeles, Calif.
Ohrbach's Inc., Westbury, Long Island.
Ohrbach's Inc., La Mirada, Calif.
H. Liebes & Co., San Francisco, Calif.
The Strasuel Co. Inc., Louisville, Ky.
Bullock & Jones Inc., San Francisco, Calif.
Jacobson Stores Inc., Jackson, Mich.

J. C. PENNEY PURCHASING CORPORATION, 8-10 CHANDOS STREET, LONDON, W.1.
(All merchandise suitable for sale in Department Stores)
J. C. Penney Co. Inc., New York 1, N.Y. (1,700 Stores throughout the United States).

THE ROBERT SIMPSON COMPANY LTD., CANADA, 12 NEW BURLINGTON STREET, LONDON, W.1.
(All merchandise suitable for sale in Department Stores and for mail order)
Sears, Roebuck & Company, New York, N.Y. – and throughout the United States.

F. W. WOOLWORTH & CO. LTD., 242 MARYLEBONE ROAD, LONDON, N.W.1.
(All merchandise suitable for sale in Department Stores)
F. W. Woolworth & Co. Ltd., New York, N.Y.

O. ZIEGLER LTD., 168 REGENT STREET, LONDON, W.1.
(All merchandise suitable for sale in Department Stores)
B. Altman & Co., New York City 16, N.Y. (and Suburban Stores).
Henri Bendel Inc., New York City 19, N.Y.
I. Magnin & Co., Wilshire, New Hampshire.
I. Magnin & Co., Los Angeles 5, Calif.
I. Magnin & Co., San Francisco 8, Calif. (and other branches on the West Coast).
Julius Garfinkel & Co., Washington 4, D.C.
The John A. Brown Co., Oklahoma City, Oklahoma.
The Steadman Company Inc., The Island Sport Shop, Christiansted, St. Croix, Virgin Islands.
M. Sloat, 525 Seventh Avenue, New York City 18.

Consumers now have a voice

—Mr. Erroll

'WE WERE once described as a nation of shopkeepers. I am not sure we ever agreed with this. We now seem to have wakened to the fact that we are all consumers, whatever else we are.' Mr. Frederick Erroll, President of the Board of Trade said this at the opening ceremony of the centenary exhibition of the Co-operative Wholesale Society at Bellevue, Manchester, on October 5. The President said that a really vocal consumer movement had only existed in Britain for the past decade or so. Our awakening was mainly the result of the transfer of power to the consumer, which inevitably came about once the country really got on its feet economically after the war. When we, as consumers, saw that we had more strength, we began to do something about making our interests known. The British Standards Institution did valuable work in furthering consumer interests through its Women's Advisory Committee and Consumer Advisory Council. Later the Consumer Association began its functions. And more recently still, local consumer groups had formed themselves into a Federation of Consumer Groups. All these bodies were giving the consumer a greater voice in our commercial affairs than he had had before.

Continuing the President said: 'It is nevertheless as well to bear in mind that before these recent developments the consumer was not overlooked entirely. He has, for over a century, been doing something for himself'. The Governments of the day have promoted various pieces of legislation providing assistance and protection for the consumer. To take an important example, the first Merchandise Marks Act went on to the Statute Book in 1862 – the same year that the way was cleared legally for the setting up of the Co-operative Wholesale Society; and the various Merchandise Marks Acts, beginning with the Act of 1887, were those still used to give the consumer his basic protection today.

The President said that the Consumer Council was not in any sense a creature of the Board of Trade. Within its terms of reference it was a fully independent body, with freedom to tackle any and all consumer problems in whatever way it thought fit. 'I am quite sure it will go about its business without fear or favour and will not be influenced by the interests of the Board of Trade if these conflict with its own objectives. Those of you who have read the Molony Committee's impressive and valuable report will realise that the recommendation that a Consumer Council should be set up was closely linked with numerous others. Many of these require legislation. The Government have already said that they accept in principle the Committee's recommendations on hire purchase and are preparing legislation to give them effect. We are now also considering the recommendations relating to the Merchandise Marks Acts. We shall also be considering the recommendations for amendment of the Sale of Goods law, and for measures to deal with marks and seals.'

The President, completing the picture of what the Government were currently doing in the field of consumer protection, mentioned the Weights and Measures legislation which had recently become law. This Act was concerned with the quantity aspects of consumer protection and it would be a major step forward in this field. It brought up to date the existing untidy mass of weights and measures legislation running back to the eighteenth century and it extended protection to the consumer by ensuring that accurate quantity information was given for a much wider range of goods than was covered by present law. Finally it provided a framework on which this aspect of consumer protection could be developed and extended in the future.

'This is all action to protect the consumer against being "done out of his rights" in one way or another', added the President. 'It is very proper that we in the Government, and the various consumer bodies, should act as "watch-dog" in this way. Nevertheless, I firmly believe that the consumer's best interests will be served, not merely by the creation of a guardian force of this kind, but also by the maintenance and expansion of a competitive spirit among our suppliers. It is not merely the consumer's best interests which are going to be served by an intensified competitive spirit. This is the way the country is going to survive, too. All those of us who believe that this country has a great future must recognize that if we are going to pay our way economically in the world, we must get out there and compete. And one of the best ways of ensuring that we do this is to develop a truly competitive spirit at home, so that competition becomes second nature to us.'

Mr. Masayoshi Ohira, Foreign Minister of Japan (centre) seen with Mr. Frederick Erroll, President of the Board of Trade, and (left) Mr. Katsumi Ohno, Japanese Ambassador to Britain. The President had talks with Mr. Ohira and the Japanese Ambassador at the Board of Trade in London, during the former's recent visit to London.

It might be said that there were difficult times ahead. However, trade was buoyant. The sales were there. We had to win them from our competitors using every legitimate method of competition. These were hard facts of life for those involved in distribution, but they were a good thing from the consumer's point of view and he believed a good thing for the country. 'We need efficiency in distribution, the quickest way to get it is by competition in price and in services of all kinds. I believe that you, if you look deeply into your hearts, will go along with me on this. In 1963 and for the future, for Britain to make its way in the world the over-riding need is for us to be competitive. This applies throughout our economy, and to distribution no less than the sectors concerned with overseas trade. The Co-operative movement was born of a need to provide competition, it has never shrunk from competition, and I believe it will face competition in future with no qualms at all.'

ECGD South Wales office doubles business in 3 years

ADDRESSING THE annual luncheon of the South Wales Branch of the National Association of British Manufacturers, Mr. Alan Green, Minister of State, Board of Trade, spoke of the new Cardiff office of ECGD which opened earlier this year. 'The annual value of policies held with the office has gone up by £1,700,000 since the office was opened' he said, 'which I think fully justifies our decision to have an office here. Indeed, in the last three years since our Manager, Mr. Elston, has been handling ECGD business here the turnover has more than doubled, and now stands at £8,950,000 per annum. Since they opened the new office here ECGD have gained ten new policyholders, the largest with an export turnover of one million pounds, the smallest for only one thousand pounds.' Throughout Britain, he said, ECGD had 182 policyholders doing more than a million pounds of export turnover.

Referring to the special 'Small Exporter' policies introduced in 1961, the Minister said: 'As with most "introductory offers" we expected that we might lose a bit of money, and in the event we have: even ignoring our administrative expenses we are down £17,000 on the first two years' operations. But our purpose was to encourage some small firms to export, and to introduce these and some already doing a small export business to the idea of credit insurance at the outset of their exporting careers: and in this we have been successful. In the first two years we covered 1,385 of these small exporters, insured about 7,000 individual contracts, and already during that period 41 of these policyholders graduated to the standard Comprehensive policies. That is what we had hoped to see.'

ECGD, he said, was rapidly becoming an accepted feature of

efficiently-managed export business: 'There used to be an idea going about that ECGD was a prop for the inexperienced, something that was useful to the beginner, and then discarded. That has been disproved. ECGD clients are not the Nervous Nellies of the export world; they are the companies most resolutely aimed at expansion of exports, the ones who can use insurance creatively in their search for new buyers and new markets.'

London's Lord Mayor to open BoT new export centre

SIR RALPH PERRING, Lord Mayor of London is to open a new Export Information Centre at the headquarters of the Export Services Branch, Board of Trade at Hillgate House, 35 Old Bailey, London, E.C.4, on October 15. The new Centre which is a development of the Export Services Branch will provide a street level inquiry point where British businessmen and overseas business visitors may easily ask questions about markets for British products.

The Lord Mayor who will be received by Lord Derwent, Minister of State, Board of Trade, will open the Centre by making the first export inquiry. Sir Richard Powell, Permanent Secretary of the Board of Trade will be present.

The Export Services Branch of the Board of Trade set out to answer inquiries on export trade. They can help to identify the most promising market for any particular project and advise on methods of selling. They have complete and up-to-date information about tariff and import regulations of overseas countries. They can provide the names of possible agents for British goods, and give reports on their commercial status and suitability. The Branch can also give advance information to British businessmen travelling abroad, about the places that they propose to visit and can arrange introductions for them on arrival. They can also obtain samples of foreign goods that are competitive with British products.

The Branch handles more than 1,200 inquiries in a typical working day, and receives about 6,000 visitors each year of whom some 600 are overseas visitors, who wish to buy British goods or to represent British firms abroad. In 1962, the Branch handled 9,064 agency inquiries and 10,965 status reports.

The staff of 350 can cover more than a dozen languages between them. They include many who have served overseas in the Trade Commissioners Service, or as Commercial Officers in British Embassies or consulates and who have personal knowledge of the special requirements of commerce and industry.

The new Centre will have a direct link through the Branch by Telex with all Regional Offices of the Board of Trade throughout Britain, with the Ministry of Commerce in Northern Ireland, and of course with all commercial subscribers to Telex in Britain.

BoT 'bullish' about exports to Europe

—Mr. David Price

'THE BREAK-DOWN of the Brussels negotiations has not turned us away from trading as energetically and as enthusiastically as we can with Italy and with the other members of the European Economic Community,' said Mr. David Price, Parliamentary Secretary, Board of Trade, when he spoke at the British Chamber of Commerce luncheon in Milan on October 4. 'In spite of the apparent loss of opportunity represented by our not joining the Community, we in the Board of Trade are "bullish" about our export prospects to continental Europe.'

The Parliamentary Secretary said that our exports to the member countries of the Community had grown dramatically during the last three years from over £520 million, or 15 per cent of our total world exports in 1960 to £720 million, or 19 per cent in 1962. So far this year we had been doing even better. This showed that determined salesmanship could surmount the obstacle of tariff disadvantages.

'If, as we expect', he said, 'economic expansion within the Community continues there will be ample scope for developing this great market still further. As far as Anglo-Italian trade is concerned, the prospects are good. As you know, between 1957 and 1962 we doubled the value of our exports to Italy.

'This is excellent, but I would point out to you that we are still supplying only about 6 per cent of the Italian market for imports. We must not therefore rest upon our laurels.'

Message to Exporters!

Take note

Barclays Bank is the only British bank with its own overseas associates in East, South and West Africa, France, the Mediterranean and the West Indies.

Take heart

Help from Barclays Group Office in such matters as market reports, credit information and the whole machinery of export finance for these territories is readily available through any of our 2,300 branches in this country.

Take action

Talk to your local Barclays manager. Tell him your problems: he will tell you whether we can solve them, either from our own resources or through our network of agents and correspondents throughout the world. Alternatively, please get in touch with any of our specialised Foreign branches:

London: Chief Foreign Branch, 168 Fenchurch Street, EC3
West End Foreign Branch, 1 Pall Mall East, SW1
Birmingham: 61 Colmore Row
Bradford: 25 Kirkgate
Liverpool: 38 Old Hall Street
Manchester: 94 Portland Street
Southampton: Grosvenor House, 18/20 Cumberland Place

BARCLAYS BANK

Money is our business—throughout the world

Home News

Butter, additional imports

THE BOARD OF TRADE are authorizing the import of a further 5,000 tons of butter to be delivered by November 15, 1963, outside the existing quota arrangements applications are invited from established importers who are in a position to confirm supplies for delivery by November 15. Applications should be accompanied by evidence of a firm offer and should be sent immediately to the Board of Trade, Import Licensing Branch, Hillgate House, 35, Old Bailey, London, E.C.4. It should be emphasized that licences issued in this connection will not be extended beyond November 15.

Note:

The total of import quotas for the year April 1963 to March 1964 was originally fixed at 410,000 tons. Subsequently additional imports totalling 27,000 tons have been authorized from our traditional suppliers. Shipments have however fallen short of the quantities required to keep our stocks at a reasonable level. The licences now being issued will enable importers to import butter from any source.

Drawback on microphones in hearing aids for export

DRAWBACK OF DUTY is allowable on miniature microphones, dutiable under heading 85.14 of the Customs and Excise Tariff, approximately rectangular in shape, with a maximum dimension not exceeding 18 mm., exclusive of leads and nipples, incorporated in complete deaf-aids for export.

The Import Duty Drawbacks (No. 12) Order, 1961, introduced drawback facilities for a period of two years until December 31, 1963, on miniature microphones with a maximum dimension exceeding 13 mm. but not exceeding 18 mm. Previously, drawback was only allowable if the maximum dimension of the miniature microphones was not greater than 13 mm. and drawback in respect of miniature microphones with a maximum dimension exceeding 13 mm. but not exceeding 18 mm. will cease to be payable after December 31, 1963.

The Board of Trade give notice that they are considering an application for the renewal beyond December 31, 1963, and the extension, of these facilities to include miniature microphones with a maximum dimension exceeding 13 mm. but not exceeding 20 mm. when incorporated in complete deaf-aids for export. Any interested party wishing to support or oppose this application should do so in writing to the Tariff Division, Board of Trade, Horse Guards Avenue, London, S.W.1, before October 30, 1963.

Marking of imported umbrellas and umbrella parts

THE STANDING COMMITTEE (General Merchandise), set up under the Merchandise Marks Act, 1926, will hold a public inquiry at the Board of Trade Offices, Horse Guards Avenue, London, S.W.1, on November 12, 1963, beginning at 10.30 a.m. (and if necessary on November 13), to consider an application in respect of the marking of imported umbrellas and certain imported umbrella parts.

A notice announcing that the Board of Trade had referred this matter to the Standing Committee was published in the *Board of Trade Journal* of April 19 (page 876).

Communications regarding the inquiry should be addressed to the Secretary, Merchandise Marks Committee, Board of Trade, Room 1101, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2264).

NEDC change of address

THE NEW address of the National Economic Development Council is Millbank Tower, 21-41 Millbank, London, S.W.1. (Tel. Victoria 3811).

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Letters, giving the respective reference shown below, should be addressed to Tariff Division, Board of Trade, Horse Guards Avenue, London, S.W.1, preferably through a Trade Association, and should be received by October 25.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.14	3β:17α:21 - Trihydroxy-pregn - 5 - en - 20 - one 21-acetate.	Δ^5 - pregnen - 20 - one 3β : 17α :21 - triol - 21 - acetate.	December 31, 1964	2798
29.15	Sebacyl chloride . .	Sebacoyl chloride . .	December 31, 1964	6274
29.16	Quinic acid . . .	Quinic acid . . .	December 31, 1964	6157
29.23	1:2-Diaminocyclohexane-*NNN'N'* - tetra - acetic acid.	1:2 - Diamino cyclo-hexane N:N - tetra acetic acid.	December 31, 1964	6269
29.25	11a - Chloro - 5 - hydroxy - tetracycline 6:12-hemi-acetal.	11a - Chloro - 5 - hydroxy - tetracycline 6:12-hemi-ketal.	December 31, 1964	6255
29.26	Aminoguanidine sulphate	Amino guanidine sulphate	December 31, 1964	6271
29.27	2:3 - Dichloro - 5:6 - di-cyanobenzoquinone	2:3 - Dichloro - 5:6 - di-cyano-p-benzoquinone.	December 31, 1964	6166
29.35	5:6-Benzoquinoline .	b-Naphthoquinoline (5:6-Benzoquinoline).	December 31, 1964	6280
29.35	Indole	Indole	December 31, 1964	6270
29.42	Ephedrine hydrochloride.	Ephedrine hydrochloride .	December 31, 1964	5569

Gold reserves in September

H.M. TREASURY announced on October 2 that the gold and convertible currency reserves rose by £8 million to stand at £977 million on September 30.

Glasgow seeks Government work

MR. BOYD-CARPENTER, Chief Secretary to the Treasury, and Mr. Bevins, Postmaster-General, received a deputation from Glasgow, led by the Lord Provost, on October 1. The deputation urged the Ministers to consider Glasgow as a possible location for the Government work, including the Post Office Savings Bank, due to be moved from London under dispersal plans. They stressed the need for additional employment in the Glasgow area and emphasized the advantages of the city's labour supply, redevelopment schemes, and excellent communications with London.

The Ministers said it was the Government's policy to send work, which was being dispersed from London, to areas needing additional employment, wherever this was administratively practicable. The choice of possible locations for the various units to be moved was now being examined, but a number of factors had to be considered, and staff interests fully consulted, before any final decisions could be taken. The number of units which could be expected to move beyond about 50 miles of London was limited, but the Ministers had taken note of the representations and would ensure that full weight was given to Glasgow's claim in the further planning of the dispersal programme.

Statistics and market intelligence library

THE STATISTICS and Market Intelligence Library of the Board of Trade at Hillgate House, 35 Old Bailey, London, E.C.4, will be closed to the public on October 15 from 2.30 p.m. for the rest of the day. The library will re-open on October 16 from 9.0 a.m.

NEW BOOKS

Research in world markets

CURRENT concern with 'growth' industries lends particular interest to the examination of the part played by Research and Development (R & D) activities in the process of economic expansion. In a report published as a background paper for an OECD ministerial meeting and entitled **Science, Economic Growth and Government Policy**, a small group of experts provides a comprehensive review of R & D activities in a number of industrial countries and discuss their implications for the policies of all OECD member countries, including Great Britain.

The report deals with the costs, expenditures, scope and policy problems involved in research by individual firms and government sponsored institutions. It analyses the motives at work in the organization of research activities by both private and public bodies, and compares the amounts spent by all types of institutions in the field of industrial research. In one section, the report deals with the impact of trade in goods and in technical knowledge. The authors say that the existence of a world market giving a competitive advantage to firms which innovate is a powerful stimulus to the growth of R & D in the same industries in each country – 'A firm, industry or country which lagged too far behind in techniques or in product innovation would be at a disadvantage in world markets, and competition will compel firms of different countries working in the same industry to spend comparable amounts on research and development'. They show that the share of world trade of those industries which use research intensively is growing and that this is true not only of world trade as a whole but also of the trade of nearly all the principal manufacturing countries.

The report also discusses the relationship between R & D and the international trade in 'know-how' which has been a notable feature in the estimation of balances of payments in recent years. It comments briefly, with some supporting data, on the position of various countries in respect of their 'balance of technological payments' – that is, their income and expenditure on the sale and purchase of technical knowledge of all kinds. The last half of the 66-page report deals with problems of government policy for research and development.

Copies: Free from Publications Sales Office, Organisation for Economic Co-operation and Development, 2 rue André-Pascal, Paris 16e.

A Guide to Official Statistics of Trade, Shipping and Customs Revenue of India has just been published in Calcutta by the Department of Commercial Intelligence and Statistics of the Indian Ministry of Commerce and Industry. Many changes have taken place in the system of compilation of trade statistics since they were last described in 1949, in the earlier *India: Guide to Current Official Statistics*. The new work takes account of all such changes and provides in 67 pages a picture of the structure of Indian statistics of internal and external trade at the end of 1962. Besides outlining the contents of the various relevant statistical publications, the guide describes in detail the methods of compilation, the coverage and scope of each statistical series included in the publications, and gives clear explanations of discrepancies and the limitations which affect each series. It is an essential adjunct to the official statistics of the trade of India and will be required for reference by all who consult them. Price is not yet known, and inquiries for copies should be made to the Publications Branch, Office of the High Commissioner for India, India House, Aldwych, London, W.C.2.

Mr. S. J. Moore (right), general manager of Lyons Motors, Singapore, seen in the Perkins Groups' service school test shop at Peterborough with Mr. C. H. G. Foan, Perkins Engines Ltd.'s Asian regional sales manager, during a recent visit to England. In the past five years the Singapore company has sold more than 4,500 Perkins diesel engines in the area, mostly for use in heavy trucks and in saloon cars for taxi use. The manufacturers biggest success in Singapore has been scored in taxis. More than 2,000 taxis, mostly British Morris, Hillman and Vauxhall and Australian Holden cars now operating in the colony are fitted with 1·6 litre Perkins 4·99 diesel engines.

Supervision of Private Insurance in Europe is a study by the Insurance Committee of the Organisation for Economic Co-operation and Development. The Committee has been investigating those economic conditions in Europe which hinder the international operation of insurance business, and has obtained from member countries of the OECD reports on the systems of supervising insurance activities operating in their respective countries. This present volume summarizes and compares these reports and draws conclusions from them (the individual reports themselves will be published at a later date). It points to differences in methods between the various countries and gives statistical and other evidence to demonstrate that, as it says, 'broadly speaking there are two conceptions of insurance supervision, one on the British model, the other on the Continental model'. Even among those countries generally categorized as being of the 'Continental model', however, there are many dissimilarities in the systems and these tend to create difficulties for insurance firms operating in the international market. This comparison of principles and practice in European countries is an obvious pre-requisite of any attempt to improve the situation. Copies: 55s. (by post 56s.) from HMSO and Government bookshops.

A Short Guide to the Protection of Depositors Act, 1963, by C. McNeil Greig, outlines the provisions of the new legislation controlling the advertising by companies for the deposit of funds by the public. The 16-page guide, which covers also the provisions of the first two regulations made by the Board of Trade under the Act (dealing respectively with accounts and the contents of advertisements) treats its subject in broad and general terms and is written, as its author says, 'by a layman for laymen'. Copies: 2s. from the Hire Purchase Trade Association, 3, Berners Street, London, W.1.

The European Common Market began to establish its common agricultural policy in 1962. A short illustrated booklet issued by the European Community, with the title **A Common Market for Agriculture,** now explains briefly the basis of the policy which is being implemented, describes the organization of the market for the main products of the Community's agriculture, and ends with a note on its relationship with the British farmer. Copies: Free from the European Community Information Service, 23 Chesham Street, London, S.W.1.

In **Monetary Policy in an Open Society** Dr. M. W. Holtrop presents a revised and elaborated version of a memorandum submitted to the Canadian Royal Commission on Banking and Finance in 1962. The author, who is President of De Nederlandsche Bank and a Governor of the International Monetary Fund, speaks as one who is actually involved in monetary management; he discusses the aims, limitations and dilemmas of monetary policy, the indicators of desirable monetary action, the role of central bank policy and the influence of the international payments system. In all this he draws mainly on his experience as Governor of the central bank of the Netherlands. The 44-page pamphlet is available free from the International Finance Section of the Department of Economics, Princeton University, Princeton N.J., U.S.A.

The 1964 edition of **Lloyd's Calendar** includes, in addition to the usual compendium of essential reference information for shipping and marine insurance, a new article on the history and activities of Lloyd's and the report of a consortium of U.K. seafarers' organisations on the question of a cross-Channel link by tunnel or bridge. Copies: 12s. 6d. (by post 14s.) from the Subscription Office, Lloyd's Shipping Publications, Lloyd's, London, E.C.3.

The Colonial Office's *Quarterly Digest of Colonial Statistics* has now become an annual publication, instead of a quarterly, with the new title **Colonial Office Digest of Statistics.** The first issue with the new title and frequency is dated August, 1963, and contains monthly and quarterly breakdowns of data up to March, 1963. Copies: 10s. 6d. (by post 11s.) from HMSO or Government bookshops.

Other publications

BRITISH COMMONWEALTH & INTERNATIONAL TRADES INDEX, 1963-64. 890p. 50s. Business Dictionaries Ltd., 133-137, Fetter Lane, London, E.C.4.

CONTRACTORS' PLANT ASSOCIATION HANDBOOK, 1963-64. 432p. 22s. 6d. Contractors' Plant Association, Orchard House, 14, Great Smith Street, London, S.W.1.

ECONOMIC SURVEYS BY THE OECD: YUGOSLAVIA, July, 1963 (46p.); SPAIN, June, 1963 (42p.). Organisation for Economic Co-operation and Development, Paris. Copies: 3s. (by post 3s. 4d.) for each survey, from HMSO and Government bookshops.

INFORMATION ON THE UNITED STATES. 'A list of some sources of information'. 7p. Copies: Free from Manchester Public Libraries, Commercial Library and Information Department, Manchester 2.

Government Surplus Sales by Auction

AIR MINISTRY

1963	Stores	Location	Auctioneers
Oct. 17 .	Miscellaneous stores and equipment . .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland, Bank Buildings, Kidderminster, Worcs. (Tel. Kidderminster 2053).

The above sale will include a large quantity of clothing, parachute canopies, nylon cord, balloon fabric, webbing equipment, aluminium containers, bromide paper, photographic spares, various cameras, exposure meters, lenses, projector, ammeters, cable, dinghies, ball and roller bearings, transformers, aircraft tyres and tubes, sodium flares, roller conveyors, Caterpillar D.8 diesel engines, various electric motors, furniture, miscellaneous stores and equipment.

Oct. 22 .	Two T.2 hangars, one B.1 hangar, fuel tanks, underground cable, various huts and buildings, miscellaneous stores and equipment.	Royal Air Force Stations East Kirby and and Spilsby, Lincolnshire.	Woodroffe, Walter & Son, 5 South Street Horncastle, Lincs. (Tel. 2305).
Oct. 23 .	Miscellaneous stores and equipment . .	Royal Air Force Station, Hemswell, Gainsborough.	Brady & Son, 17 Warren Street, Stockport, Cheshire. (Tel. Stockport 2252).
Nov. 20 .	Miscellaneous stores and equipment . .	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs, 28 Eastgate Street, Stafford. (Tel. Stafford 2331).
Nov. 27 .	Miscellaneous stores and equipment . .	Royal Air Force Stations, North Luffenham, Tuddenham and Feltwell.	Brady & Son, 17 Warren Street, Stockport, Cheshire. (Tel. Stockport 2252).

Catalogues for the above sales may be obtained within fourteen days of the advertised date of sales, on application to the auctioneers. Catalogues for sales held at Maintenance Units and Royal Air Force Stations, Hemswell, North Luffenham, Tuddenham and Feltwell cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

WAR OFFICE

1963	Stores	Location	Auctioneers
Oct. 15 .	Hand tools, textiles and miscellaneous stores.	Northern Command Ordnance Sub-Depot, Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 50-52 Merrion Street, Leeds, 2. (Tel. 20898).
Oct. 29-30 .	Machine tools and miscellaneous stores including:	W.D. Storage Depot, Ruddington, Notts. .	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).

Centre and capstan lathes; grinding and milling machines; bench and pillar drills; draw reamers; 40-ton hydraulic press; automatic teleprinter exchange (40 lines); speedometers; armatures; suppressors; grease guns; oil funnels; air cleaners; spotlights; carburettor spares; prop. shafts; tyres; electric motors; air compressors; hydraulic jacks; transformers; canvas covers; pocket watches; motor cyclists boots; web haversacks; goggles, etc.

Nov. 5 .	Machine tools and miscellaneous stores .	W.D. Storage Depot, Royal Arsenal, Woolwich, London, S.E.18.	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyd's Avenue, London, E.C.3. (Tel. Royal 4861).
Nov. 12 .	Machine tools and miscellaneous stores .	Various W.D. Depots. (*Sale at Cheetham Town Hall, Manchester*, 8.)	J. H. Norris & Son (Dept. L), 380 Deansgate, Knott Mill, Manchester, 3. (Tel. Deansgate 3176).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only*).

SALE BY TENDER – SADDLERY

A substantial quantity of surplus Service pattern riding and pack saddlery and harness, also stable equipment is shortly to be offered for sale by tender. Application for forms of tender should be made to War Office, Directorate of Sales (4B), Room 321, First Avenue House, High Holborn, London, W.C.1. Closing date of receipts of tenders will be November 12.

Dealers in Securities

THE FOLLOWING changes have taken place during September in the lists of Licensed Dealers in Securities and Exempted Dealers in Securities under Sections 3 and 16 of the Prevention of Fraud (Investments) Act, 1958:

Licensed Dealers

Insert:	Investment Information (Australia) Ltd. Lee House, London Wall, London, E.C.2.
Insert:	Business Brokers Ltd. 46, St. James's Place, London, S.W.1.

Exempted Dealers

Change of Address:	London & Yorkshire Trust Ltd.
Delete:	St. Swithin's House, Walbrook, London, E.C.4.
Insert:	Bucklersbury House, Walbrook, London, E.C.4.
Change of Address:	Industrial & Commercial Finance Corporation Ltd.
Delete:	7, Drapers' Gardens, London, E.C.2.
Insert:	Piercy House, 7, Copthall Avenue, London, E.C.2.
Insert:	J. F. Thomasson & Co. Ltd. St. Alphage House, 2, Fore Street, London Wall, London, E.C.2.

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ON VIEW (by Catalogue only, price 1/- to admit two) ON OCTOBER 17th, 18th, 21st & 22nd FROM 9.0 a.m. TO 4.0 p.m. AND MORNING OF SALE FROM 9.0 a.m.

AUCTIONEERS' OFFICES, 17, WARREN STREET, STOCKPORT. (Tel. STO 2252/3/4)

Looking overseas for your markets?

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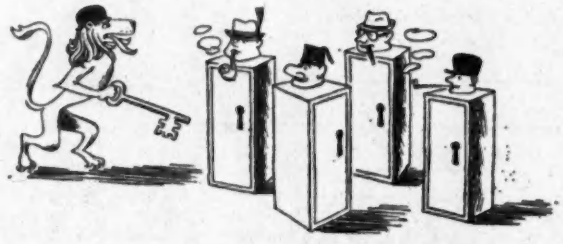
Our Panel for Overseas Trade Development, comprising specialists in international trade, has been established specifically to help you develop markets abroad. If you are not sure how to begin or if you have export problems but don't know how they can be solved, come to the Midland Bank. You ask the questions, we will give the answers (if it is humanly possible) like this:

Q How can the Midland help me to select the best overseas markets?

A (i) By arranging for an experienced official to meet you and discuss your problems—at your own premises if you wish.

(ii) By giving you information about market conditions, opportunities and trends in countries throughout the world.



Q What are the best ways of selling my products overseas?

A (i) We can advise you on the methods most appropriate to your business.

(ii) We can seek agents or distributors to represent you abroad.

(iii) We can check the financial standing and creditworthiness of prospective agents and potential customers.

Q Where do I begin?

A Here. Telephone your local MIDLAND BANK branch manager, and tell him that you want to talk exports.

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The Economy: Selected Indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,968	—	16,036	15,212	15,212	9,095	3,486	922	699	591	1,205				
1958	100	100	100	100	100	91	100	100	100	100	100	+100	+ 37	+14	+16
1959	103	105	106	105	104	95	108	94	114	113	109	+174	+ 73	+15	+49
1960	108	112	114	110	108	98	118	110	124	129	114	+592	+520	+48	+37
1961	111	114	121	115	111	100	129	130	132	137	121	+297	+230	+36	+ 4
1962	111	115	126	121	112	101	126	115	124	140	124	+ 96	+ 42	— 4	+40
1962															
1st Quarter	110	114	124	119	111	100	127	124	121	136	126	— 4	— 4	—10	+13
2nd Quarter	112	115	124	122	112	100	127	119	127	141	124	+ 48	+35	— 6	— 8
3rd Quarter	111	116	126	122	112	101	126	109	126	146	123	+ 50	+18	+13	+10
4th Quarter	111	115	128	123	114	101	123	108	121	137	124	+ 2	— 7	— 1	+25
1963															
1st Quarter	109	112	128	123	113	101	112	99	120	96	120	— 19	+ 56	—15	— 3
2nd Quarter		117		126	115	102	125	104	126	141	127	+ 67	— 9	+21	— 3
1963															
February	..	113	..	..	..	100	..	..	..	..	..	..	..	..	..
March	..	116	..	..	..	102	..	..	..	..	..	..	..	..	..
April	..	116	..	..	..	101	..	..	..	..	..	..	..	..	..
May	..	118	..	..	..	103	..	..	..	..	..	..	..	..	..
June	..	118	..	..	..	102	..	..	..	..	..	..	..	..	..
July	..	120*	..	..	..	103	..	..	..	..	..	..	..	..	..
August	..		..	..	..	106	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change			
	at 1958 prices													at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—	—	—	—	—							3,748	3,176	
1958	100	..	109·0	+3·0	102·8	113·4	114·3	402	+113	..	136	—49	..	100	100	+342
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+140
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—272
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 34
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+ 74
1962																
1st Quarter	121	98	117·7	+4·7	104·0	120·2	133·7	408	+ 69	+42	150	—25	— 7	117	116	+ 26
2nd Quarter	120	99	120·2	+5·6	103·3	120·3	135·6	387	— 21	—57	172	+22	+32	120	121	+ 33
3rd Quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 20
4th Quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 35
1963																
1st Quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	123	+ 64
2nd Quarter	121*	104*	122·1	+1·6	104·2*	121·8*	140·8	504	—123	—58	147	+34	+33	127	127	+ 25
3rd Quarter								428	— 76	—34	157	+10	+ 6			
1963																
February	118	100	121·7	+3·5	103·4	121·5	139·4	647	+ 42	+ 2	110	+ 2	+ 6	122	121	..
March	117	100	121·8	+3·1	103·7	121·6	139·6	628	— 19	—19	122	+12	+10	123	132	..
April	120*	101*	122·2	+2·1	104·0	121·7	140·5	553	— 75	—20	138	+16	+14	124	121	..
May	122*	105*	122·1	+1·7	104·2	121·8	140·9	506	— 47	—23	146	+ 8	+ 9	126	129	..
June	123*	104*	122·1	+1·0	104·5*	121·8*	141·0	454	— 52	—33	158	+12	+13	128	130	..
July	123*	103*	121·4	+0·8	104·4*	122·0*	141·3	424	— 30	—15	160	+ 2	+ 3	134	128	..
August			121·0	+1·3	104·3*	122·0*	141·4	430	+ 6	+10	153	— 7	— 9	127	133	..
September								430	nil	+11	158	+ 5	— 7			..

†NOT seasonally adjusted. *Provisional.

Industry's capital expenditure in second quarter of 1963

FINAL RESULTS for the second quarter of 1963 show that the volume of industry's capital expenditure (at 1958 prices, seasonally adjusted) rose by about 5 per cent compared with the first quarter of the year, after falling by 5 per cent in the previous quarter. The revised second quarter figure (£460 million) is some £7 million higher than that estimated at the provisional stage one month ago. Insufficient is known about the effect on expenditure charged to capital account of the exceptionally cold weather experienced in the early months of the year for reliable conclusions to be drawn from the figures for the first two quarters of 1963 considered on their own; both quarters' figures are likely to have been abnormally affected by the weather. In view of this it would seem probable that the underlying trend in recent quarters is indicated more satisfactorily, on this occasion, by comparing figures for the first half of the year as a whole with those for the second half of 1962. Thus, the volume of industry's capital expenditure (at 1958 prices, seasonally adjusted) was some 4 per cent lower in the first half of 1963 than in the second half of 1962, continuing the downward trend illustrated in the accompanying chart. The figures for industry's total expenditure on new building work and on plant and machinery, in the first half of 1963 (see Table I below), were both 7 per cent lower than in the second half of last year, with expenditure on vehicles rising by 10 per cent between the same two periods.

Within the total for private industry as a whole, the figures for the two broad sectors of industry, also illustrated in the accompanying chart, show slightly different movements over the periods concerned. The expenditure of manufacturing industry, which rose by 5 per cent between the first and second quarters of 1963, was 6 per cent lower in the first half of 1963 than in the second half of 1962. The expenditure of the distributive and service industries, on the other hand, which also rose by 5 per cent between the first and

Industry's fixed capital expenditure
at 1958 prices, seasonally adjusted

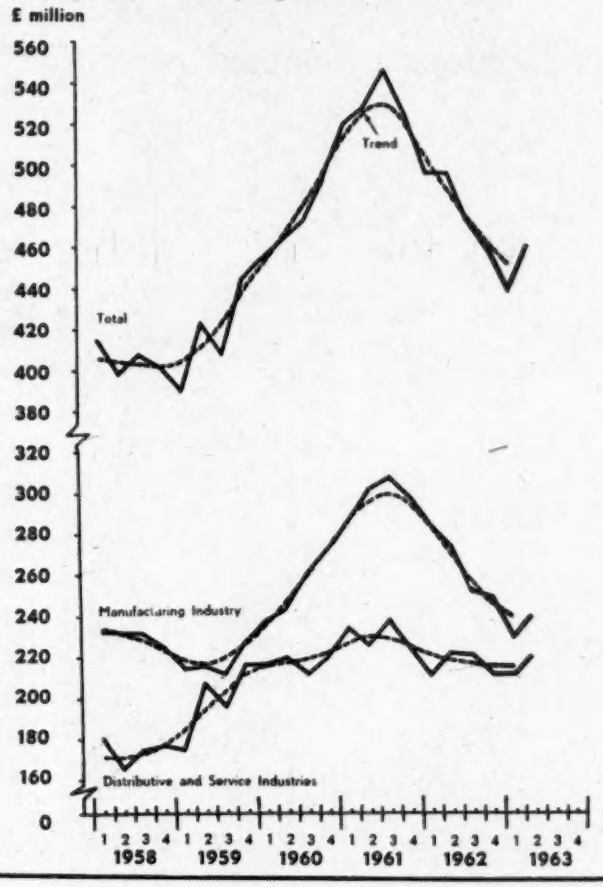

Table 1.

Industry's fixed capital expenditure at 1958 prices seasonally adjusted (a)

£ million

Period	Analysis by Industrial Sectors		Total	Analysis by Type of Asset		
	Manufacturing Industry (b)	Distributive and Service Industries (c)		New Building Work	Vehicles	Plant and Machinery
1958	922	699	1,621	449	378	794
1959	871	795	1,666	457	422	787
1960	1,016	869	1,885	530	469	886
1961	1,195	923	2,118	634	445	1,039
1962	1,059	865	1,924	620	370	934
1958 1st quarter	233	181	414	112	99	203
2nd quarter	232	166	398	113	90	195
3rd quarter	232	175	407	113	95	199
4th quarter	225	177	402	111	94	197
1959 1st quarter	215	175	390	108	93	189
2nd quarter	216	207	423	112	111	200
3rd quarter	212	196	408	111	101	196
4th quarter	228	217	445	126	117	202
1960 1st quarter	238	217	455	130	115	210
2nd quarter	244	220	464	130	119	215
3rd quarter	261	212	473	133	115	225
4th quarter	273	220	493	137	120	236
1961 1st quarter	286	234	520	147	121	252
2nd quarter	302	226	528	160	107	261
3rd quarter	308	238	546	162	116	268
4th quarter	299	225	524	165	101	258
1962 1st quarter	285	211	496	158	92	246
2nd quarter	274	222	496	159	96	241
3rd quarter	252	221	473	161	89	223
4th quarter	248	211	459	142	93	224
1963 1st quarter	228	210	438	136	97	205
2nd quarter	240	220	460	145	104	211

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 56 per cent of total capital expenditure in 1960. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy and though some public expenditure is included, it is small; the figures are therefore very largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.

Table 2.

Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted (a) (b) (d)

£ million

Period	Analysis by Industry Group									Analysis by Type of Asset		
	Food, Drink and Tobacco	Chemicals and Allied Industries	Metal Manufacture	Engineering, Shipbuilding and Metal Goods	Vehicles	Textiles, Leather and Clothing	Paper, Printing and Publishing	Other Manufacturing Industries	Total All Manufacturing Industries			
	Standard Industrial Classification Orders											
	III	IV	V	VI, VII and IX	VIII	X to XII	XV	XIII, XIV and XVI	III to XVI	New Building Work	Vehicles	Plant and Machinery
1958	112·6	197·0	143·5	204·8	69·8	63·6	65·2	65·1	921·6	247·0	52·5	622·1
1959	106·5	169·0	129·7	200·8	69·0	66·5	60·3	69·1	870·9	223·8	57·2	589·9
1960	128·5	149·8	186·1	228·9	78·3	85·2	67·8	91·6	1,016·2	263·5	75·3	677·4
1961	136·9	185·6	242·4	250·5	104·2	101·5	74·4	99·7	1,195·2	318·2	71·9	805·1
1962	131·5	175·4	209·7	207·2	97·1	79·5	70·6	87·5	1,058·5	292·3	61·5	704·7
1958 1st quarter	28·7	50·5	36·1	51·2	16·8	16·5	17·2	16·0	233·0	62·4	13·3	157·3
2nd quarter	28·4	47·9	35·8	54·0	17·5	14·9	17·3	15·8	231·6	65·4	13·0	153·2
3rd quarter	28·6	49·3	36·6	50·7	17·6	17·4	15·3	16·2	231·7	60·9	13·4	157·4
4th quarter	26·9	49·3	35·0	48·9	17·9	14·8	15·4	17·1	225·3	58·3	12·8	154·2
1959 1st quarter	25·2	47·2	30·1	49·3	18·5	13·6	15·3	15·8	215·0	55·4	13·8	145·8
2nd quarter	28·0	43·8	31·3	49·3	16·1	15·2	15·2	16·6	215·5	53·3	14·2	148·0
3rd quarter	27·3	36·8	34·2	49·2	15·1	17·2	14·7	18·0	212·5	53·1	13·7	145·7
4th quarter	26·0	41·2	34·1	53·0	19·3	20·5	15·1	18·7	227·9	62·0	15·5	150·4
1960 1st quarter	30·2	37·6	39·2	55·8	15·5	20·8	17·4	22·3	238·8	63·1	17·2	158·5
2nd quarter	31·5	35·6	42·3	55·9	19·5	21·7	15·4	21·9	243·8	62·4	18·5	162·9
3rd quarter	33·4	37·9	51·3	57·9	21·5	20·1	16·7	22·0	260·8	69·3	18·8	172·7
4th quarter	33·4	38·7	53·3	59·3	21·8	22·6	18·3	25·4	272·8	68·7	20·8	183·3
1961 1st quarter	33·9	43·1	59·4	60·8	24·6	23·8	16·8	23·7	286·1	74·3	19·0	192·8
2nd quarter	34·8	45·9	62·1	64·0	25·7	25·2	17·7	26·8	302·2	80·8	19·0	202·4
3rd quarter	34·0	48·7	61·4	63·3	27·3	27·9	20·6	24·9	308·1	80·4	17·8	209·9
4th quarter	34·2	47·9	59·5	62·4	26·6	24·6	19·3	24·3	298·8	82·7	16·1	200·0
1962 1st quarter	33·4	47·0	55·7	57·5	25·6	24·1	18·4	22·9	284·6	79·5	16·3	188·8
2nd quarter	32·3	45·8	57·5	53·4	23·6	20·9	18·2	22·7	274·4	77·2	14·8	182·4
3rd quarter	32·1	41·4	44·7	51·0	25·6	17·7	17·5	21·8	251·8	71·3	15·0	165·5
4th quarter	33·7	41·2	51·8	45·3	22·3	16·8	16·5	20·1	247·7	64·3	15·4	168·0
1963 1st quarter	29·8	36·5	36·4	50·7	23·4	17·6	15·7	17·7	227·8	61·8	17·1	148·9
2nd quarter	32·4	39·2	34·4	51·6	25·7	16·8	18·8	20·7	239·6	66·2	19·5	153·9

Table 3.

Fixed capital expenditure of the distributive and service industries at 1958 prices seasonally adjusted (a) (c) (d)

£ million

Period	Analysis by Industry Group					Analysis by Type of Asset		
	Wholesale Distribution	Retail Distribution	Shipping	Other Industries	Total			
	Standard Industrial Classification							
	810, 831, 832	820	704	XVII, Part of XIX, XXI, Part of XXII and XXIII	XVII, Part of XIX, XX, XXI, Part of XXII and XXIII	Building work	Vehicles	Plant and Machinery
1958	73	130	147	349	699	202	326	171
1959	88	163	161	383	795	234	364	197
1960	96	175	158	440	869	266	394	209
1961	101	198	128	496	923	316	373	234
1962	97	219	102	447	865	328	308	229
1959 1st quarter	22	38	36	79	175	53	79	43
2nd quarter	22	40	46	99	207	58	97	52
3rd quarter	22	41	35	98	196	59	87	50
4th quarter	22	44	44	107	217	64	101	52
1960 1st quarter	20	44	39	114	217	67	98	52
2nd quarter	25	44	42	109	220	67	101	52
3rd quarter	25	42	40	105	212	64	96	52
4th quarter	26	45	37	112	220	68	99	53
1961 1st quarter	27	44	39	124	234	73	102	59
2nd quarter	26	48	27	125	226	79	88	59
3rd quarter	25	53	32	128	238	82	98	58
4th quarter	23	53	30	119	225	82	85	58
1962 1st quarter	22	57	26	106	211	78	76	57
2nd quarter	23	55	31	113	222	82	81	59
3rd quarter	27	54	22	118	221	90	74	57
4th quarter	25	53	23	110	211	78	77	56
1963 1st quarter	22	53	22	113	210	74	80	56
2nd quarter	26	49	16	129	220	79	84	57

second quarters of 1963, remained at much the same level in the first half of this year as in the second half of last year, suggesting that on this sector the decline in the underlying trend of expenditure since the middle of 1961 may have come to an end.

Manufacturing industry

Final estimates for the second quarter of 1963 confirm that the volume of capital expenditure by manufacturing industry rose (at 1958 prices, seasonally adjusted) by about 5 per cent between the first and second quarters of this year, after falling by 8 per cent in the previous quarter. In view of the uncertainty about the effect which the cold weather, in the early months of the year, has had on the amount of expenditure charged to capital account in each of the first two quarters, it seems most useful to look at the figures for the first half of 1963 as a whole. These figures show a fall in the total expenditure of manufacturing industry, when compared with those for the second half of 1962, of some 6 per cent – reflecting falls of 6 and 9 per cent, respectively, in expenditure on new building work and on plant and machinery. Expenditure on vehicles rose by over 20 per cent between these two half-yearly periods, but the figures involved are relatively small.

Detailed figures for individual industry groups appear in Table 2; these show that the bulk of the 6 per cent decline in the capital expenditure of manufacturing industry in the first half of 1963 (as compared with expenditure in the second half of 1962) occurred in the metal manufacturing (primarily the iron and steel) sector. The decline in expenditure between these two half-yearly periods was not universally experienced throughout manufacturing industry; there was some increase in expenditure in the 'engineering, shipbuilding and metal goods' as well as in some other groups of industries.

Table 4.

Industry's fixed capital expenditure at current prices (a)

£ million

Period	Manufacturing Industry (b)	Distributive and Service Industries (c)	Total
1958	922	699	1,621
1959	867	786	1,653
1960	1,021	857	1,878
1961	1,239	926	2,165
1962	1,126	895	2,021
1958 1st quarter	221	182	403
2nd quarter	227	161	388
3rd quarter	230	165	395
4th quarter	244	191	435
1959 1st quarter	203	175	378
2nd quarter	209	202	411
3rd quarter	212	180	392
4th quarter	243	229	472
1960 1st quarter	221	211	432
2nd quarter	236	211	447
3rd quarter	271	199	470
4th quarter	293	236	529
1961 1st quarter	273	231	504
2nd quarter	304	221	525
3rd quarter	331	229	560
4th quarter	331	245	576
1962 1st quarter	281	213	494
2nd quarter	285	225	510
3rd quarter	277	225	502
4th quarter	283	232	515
1963 1st quarter	228	216	444
2nd quarter	252	223	475

Distributive and Service Industries

Revised estimates show that the volume (at 1958 prices, seasonally adjusted) of fixed capital expenditure by the distributive and service industries increased by 5 per cent (£10 million) between the first and second quarters of 1963, after remaining virtually unchanged between the fourth quarter of 1962 and the first quarter of 1963. Too much significance must not be attached to this increase due to the abnormally cold weather in the early months of the year, which may have affected the figures for both the first and the second quarters of the year. A comparison of the figures for the first half of the year with those for the second half of 1962 shows virtually no change – suggesting that expenditure on this sector, which has been declining since the middle of 1961 is now levelling out. There has been an upward revision of the second quarter figure since the provisional estimates were published last month; the figure for the first half of the year still shows a decline of £2 million on that for the second half of 1962 but this is not considered significant.

A comparison of expenditure in the first half of 1963 with that in the second half of 1962, for the separate industry groups shown in Table 3, shows an increase in expenditure by 'other industries' with the remaining three industry groups each showing a decline in expenditure. Expenditure on new building work fell, but this fall was almost exactly balanced by a rise in expenditure on vehicles; expenditure on plant and machinery was the same in the first half of this year as in the second half of 1962.

Notes relating to Tables 1, 2, 3 and 4.

(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.
(b) Standard Industrial Classification Orders III to XVI.
(c) Standard Industrial Classification Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).
(d) Care should be taken in using the quarterly industry group figures in Tables 2 and 3 because of the margins of error involved in the seasonal adjustments.

Patents endorsed 'licences of right'

UNDER SECTION 35 of the Patents Act, 1949, the undermentioned patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	September 12, 1963	
831,423	Aktieselskabet Burmeister & Wain's Maskin-Og Skibebyggeri.	Tubulous boiler with a radiant furnace for steam generation.
835,222	Aktiengesellschaft Brown, Boveri & Cie.	High voltage transformer winding with means for protection against damage by steep wave front potentials.
917,561	Ernst zur Linden	Heat-treated impact tools used in conjunction with impact hammers.
	September 13, 1963	
924,221	Boulton Paul Aircraft Ltd.	Means for measuring displacement.
	September 23, 1963	
843,680	General Aniline & Film Corporation	System for rapid processing photographic film.
892,830	Doloy, G. A.	Insulating vacuum-tight seals through metal or malleable alloy and in particular copper.
	September 25, 1963	
879,327	Regie Nationale des Usines Renault.	Apparatus for handling and transporting molten metal.
	September 27, 1963	
823,851	Institut de Recherches de la Siderurgie.	Float-operated valves.
855,040	Power Jets (Research & Development) Ltd.	Sealing arrangement.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement on Patents Form No. 45 within two months after the date of endorsement.

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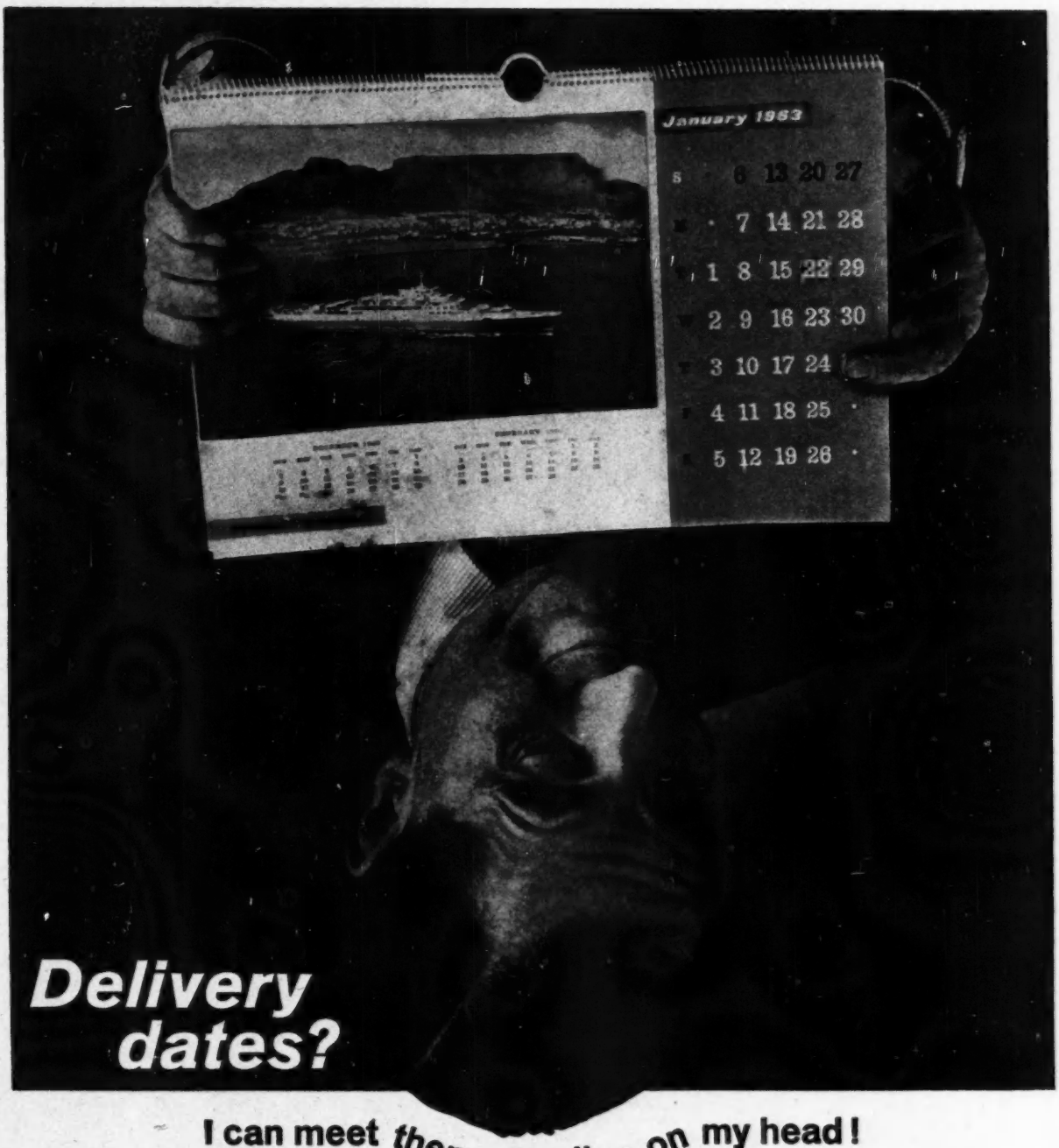

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BLOCK LETTERS

S.7

Industry's stocks in the second quarter of 1963

FINAL ESTIMATES of the volume (at 1958 prices) of stocks held by manufacturers and distributors show, after allowance is made for seasonal factors, a slight and probably not significant increase of £9 million during the second quarter of 1963. This figure compares with the provisional estimate of an increase of £12 million made a month ago. The volume of wholesalers' stocks rose by £21 million, but this was partially offset by falls of £9 million and £3 million in the volume of stocks held by manufacturers and by retail distributors.

Recent figures in this series show some irregularities. In the first half of this year the quarterly movements in the stocks of manufacturers and of wholesalers have been very different. These differences, which may have been partly caused by the abnormal weather are smoothed out in the underlying trends which are shown in the accompanying chart.

Revised estimates for the second quarter of 1963 show that the total volume of manufacturers' stocks and work in progress (at 1958 prices, seasonally adjusted) fell by £9 million – a change which is probably not significant. This change was made up of a small increase in work-in-progress (£4 million) more than offset by a fall in stocks of finished goods (£12 million) – with stocks of materials and fuel remaining virtually unchanged (down £1 million).

Detailed figures for individual sectors of industry appear in Table 2; these show that there was a decline in the stocks (particularly of materials and fuel) held by the 'engineering, shipbuilding and vehicles' and by the 'other manufacturing' sectors, largely balanced by a considerable increase in the stocks (also primarily of materials and fuel) held by the 'food, drink and tobacco' group of industries.

It is now estimated that the volume of wholesalers' stocks rose by £21 million (2 per cent) during the second quarter of 1963, after allowing for seasonal factors.

As may be seen from Table 3, wholesale distributors (Standard Industrial Classification, Minimum List Heading 810) and dealers in industrial materials and machinery (Minimum List Heading 832) increased the volume of their stocks; the stocks of dealers in coal and builders merchants, etc. (Minimum List Heading 831) remained unchanged.

The volume of retailers' stocks (at 1958 prices, seasonally adjusted) fell by £3 million during the quarter.

Table 1.

Changes in the volume of industry's stocks at 1958 prices, seasonally adjusted (a).

£ million

Period	(b) Manufacturing	(c) Wholesale Distribution	(d) Retail Distribution	(e) Total
Level of stocks at December 31, 1959	4,952	810	946	6,708
1958	+ 37	+ 14	+ 16	+ 67
1959	+ 73	+ 15	+ 49	+137
1960	+520	+ 48	+ 37	+605
1961	+230	+ 36	+ 4	+270
1962	+ 42	— 4	+ 40	+ 78
1958 1st quarter	+ 39	— 5	— 3	+ 31
2nd quarter	+ 7	— 11	— 8	— 12
3rd quarter	+ 10	+ 19	+ 20	+ 49
4th quarter	— 19	+ 11	+ 7	— 1
1959 1st quarter	+ 2	+ 16	— 14	+ 4
2nd quarter	— 10	+ 6	+ 23	+ 19
3rd quarter	+ 23	— 2	+ 17	+ 38
4th quarter	+ 58	— 5	+ 23	+ 76
1960 1st quarter	+ 99	+ 5	+ 18	+122
2nd quarter	+136	+ 12	+ 18	+166
3rd quarter	+148	+ 16	+ 2	+166
4th quarter	+137	+ 15	— 1	+151
1961 1st quarter	+ 79	+ 35	+ 8	+122
2nd quarter	+ 60	+ 19	+ 11	+ 90
3rd quarter	+ 46	— 13	— 8	+ 25
4th quarter	+ 45	— 5	— 7	+ 33
1962 1st quarter	— 4	— 10	+ 13	— 1
2nd quarter	+ 35	— 6	— 8	+ 21
3rd quarter	+ 18	+ 13	+ 10	+ 41
4th quarter	— 7	— 1	+ 25	+ 17
1963 1st quarter	+ 56	— 15	— 3	+ 38
2nd quarter	— 9	+ 21	— 3	+ 9

Changes in industry's stocks

at 1958 prices, seasonally adjusted

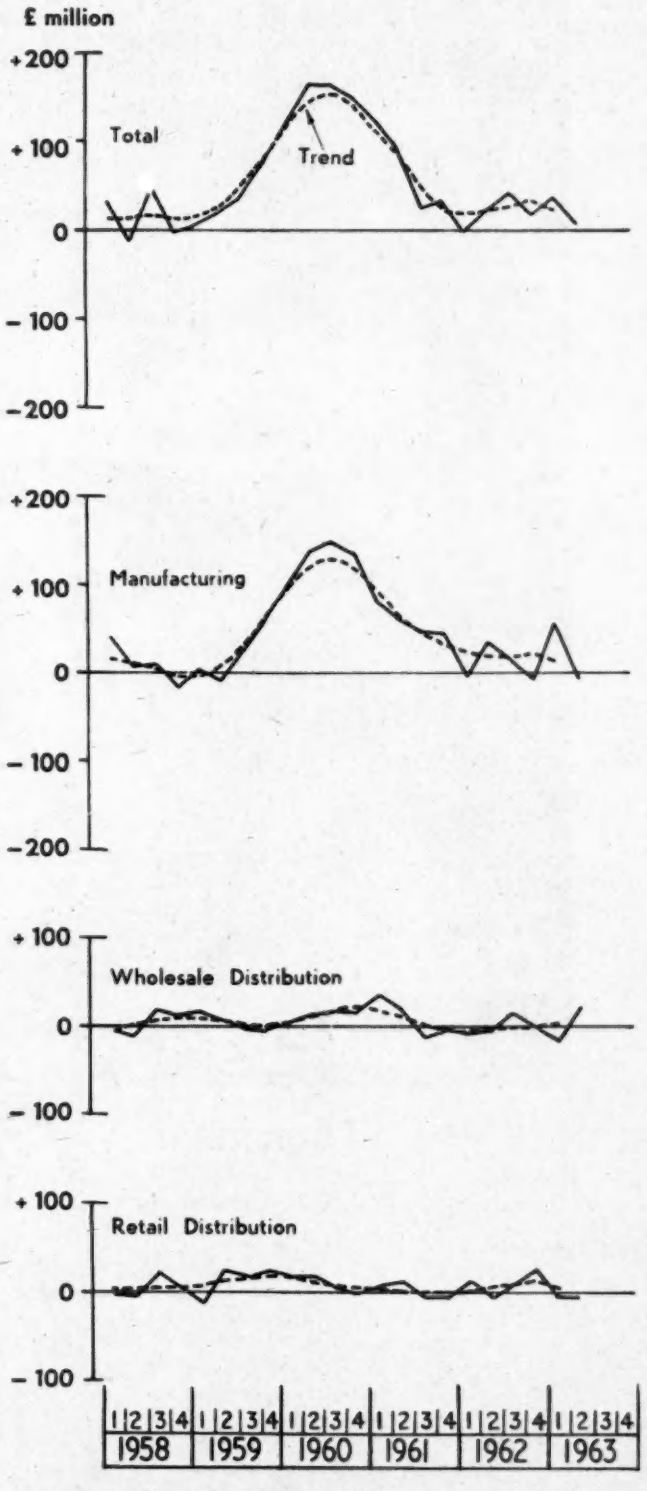

Table 2

Changes in the volume (at 1958 prices, seasonally adjusted) of stocks held by manufacturing industry (a) (b) (f)

£ million

Period	Analysis by Industry Group							Analysis by Type of Asset		
	Food, Drink and Tobacco	Chemicals and Allied Industries	Metal Manufacture	Engineering, Shipbuilding and Vehicles	Textiles, Leather and Clothing	Other Manufacturing Industries	Total All Manufacturing Industries			
	Standard Industrial Classification Orders							Materials and fuel	Work in progress	Finished goods
	III	IV	V	VI-IX	X-XII	XIII-XVI	III-XVI			
Level of Stocks at December 31, 1959	720	456	384	2,295	606	491	4,952	1,940	1,785	1,227
1958	— 6	+ 9	—10	+ 32	+ 5	+ 7	+ 37	— 91	+ 27	+101
1959	+26	+31	—10	+ 36	—12	+ 2	+ 73	+ 16	+ 47	+ 10
1960	+52	+41	+73	+250	+42	+62	+520	+225	+127	+168
1961	+18	+15	+ 7	+134	+23	+33	+230	+ 51	+ 84	+ 95
1962	+38	+ 8	—22	+ 36	— 8	—10	+ 42	— 55	+ 54	+ 43
1958 1st quarter	—19	— 1	+ 9	+ 33	+10	+ 7	+ 39	— 21	+ 26	+ 34
2nd quarter	+ 3	— 2	+ 2	+ 8	— 7	+ 3	+ 7	— 43	— 5	+ 55
3rd quarter	+ 3	+ 5	—18	+ 24	— 4	N/C	+ 10	— 15	+ 11	+ 14
4th quarter	+ 7	+ 7	— 3	— 33	+ 6	— 3	— 19	— 12	— 5	— 2
1959 1st quarter	+ 9	+12	— 8	— 11	— 3	+ 3	+ 2	— 4	+ 2	+ 4
2nd quarter	+14	+ 5	N/C	— 13	—13	— 3	— 10	+ 12	N/C	— 22
3rd quarter	+ 2	+ 4	— 5	+ 22	— 3	+ 3	+ 23	— 5	+ 19	+ 9
4th quarter	+ 1	+10	+ 3	+ 38	+ 7	— 1	+ 58	+ 13	+ 26	+ 19
1960 1st quarter	+ 3	— 2	+16	+ 56	+16	+10	+ 99	+ 47	+ 24	+ 28
2nd quarter	+15	+16	+14	+ 64	+12	+15	+136	+ 62	+ 37	+ 37
3rd quarter	+10	+16	+28	+ 55	+24	+15	+148	+ 70	+ 23	+ 55
4th quarter	+24	+11	+15	+ 75	—10	+22	+137	+ 46	+ 43	+ 48
1961 1st quarter	+ 4	+ 7	+13	+ 28	+ 8	+19	+ 79	+ 34	+ 40	+ 5
2nd quarter	N/C	+ 7	+ 1	+ 24	+11	+17	+ 60	+ 18	+ 17	+ 25
3rd quarter	+11	+ 4	— 6	+ 33	N/C	+ 4	+ 46	+ 12	+ 15	+ 19
4th quarter	+ 3	— 3	— 1	+ 49	+ 4	— 7	+ 45	— 13	+ 12	+ 46
1962 1st quarter	+ 4	— 4	— 9	+ 12	N/C	— 7	— 4	— 19	N/C	+ 15
2nd quarter	+18	N/C	— 4	+ 26	N/C	— 5	+ 35	+ 2	+ 26	+ 7
3rd quarter	+ 8	+ 7	—10	+ 19	— 5	— 1	+ 18	— 23	+ 22	+ 19
4th quarter	+ 8	+ 5	+ 1	— 21	— 3	+ 3	— 7	— 15	+ 6	+ 2
1963 1st quarter	—11	+ 8	+ 8	+ 39	— 7	+19	+ 56	— 11	+ 36	+ 31
2nd quarter	+31	— 2	+ 1	— 21	— 8	—10	— 9	— 1	+ 4	— 12

Table 3

Changes in the Volume (at 1958 prices, seasonally adjusted) of stocks held by wholesalers (a) (f)

£ million

S.I.C. M.L.H.			1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of Stocks at December 31, 1959
810	Wholesale distributors	1959	+13	+ 1	—13	+ 9	+10	548
		1960	+ 5	+ 9	+11	+ 1	+26	
		1961	+30	+10	— 7	— 7	+26	
		1962	—11	—11	+ 6	+ 4	—12	
		1963	—13	+13				
831	Dealers in coal, builders' materials, etc.	1959	— 1	+ 4	+ 6	— 4	+ 5	77
		1960	— 1	+ 2	+ 1	+ 2	+ 4	
		1961	+ 1	+ 1	— 1	— 1	N/C	
		1962	+ 2	+ 1	+ 1	+ 4	+ 8	
		1963	+ 5	N/C				
832	Dealers in industrial materials and machinery	1959	+ 4	+ 1	+ 5	—10	N/C	185
		1960	+ 1	+ 1	+ 4	+12	+18	
		1961	+ 4	+ 8	— 5	+ 3	+10	
		1962	— 1	+ 4	+ 6	— 9	N/C	
		1963	— 7	+ 8				
	Total wholesalers	1959	+16	+ 6	— 2	— 5	+15	810
		1960	+ 5	+12	+16	+15	+48	
		1961	+35	+19	—13	— 5	+36	
		1962	—10	— 6	+13	— 1	— 4	
		1963	—15	+21				

Table 4

Changes in value (at book values) of stocks held by manufacturers and distributors (a)

£ million

		1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of Stocks at December 31, 1959
Manufacturing (b)	1958	+ 54	+ 22	— 27	— 28	+ 21	
	1959	+ 27	+ 13	+ 17	+ 80	+137	5,048
	1960	+128	+181	+128	+161	+598	
	1961	+112	+104	+ 47	+ 55	+318	
	1962	+ 10	+ 32	+ 17	+ 35	+ 94	
	1963	+ 67	N/C				
Wholesale distribution (c)	1958	— 8	— 8	+ 37	— 15	+ 6	
	1959	+ 17	+ 5	+ 25	— 25	+ 22	819
	1960	+ 7	+ 18	+ 52	— 22	+ 55	
	1961	+ 44	+ 20	+ 15	— 36	+ 43	
	1962	+ 5	— 1	+ 32	— 30	+ 6	
	1963	— 6	+ 19				
Retail distribution (d)	1958	+ 36	— 16	+ 5	— 4	+ 21	
	1959	+ 20	+ 22	— 3	+ 6	+ 45	945
	1960	+ 68	+ 15	— 19	— 20	+ 44	
	1961	+ 73	+ 19	— 29	— 27	+ 36	
	1962	+ 87	— 5	— 13	— 1	+ 68	
	1963	+ 74	— 22				
Total (e)	1958	+ 82	— 2	+ 15	— 47	+ 48	
	1959	+ 64	+ 40	+ 39	+ 61	+204	6,812
	1960	+203	+214	+161	+118	+696	
	1961	+229	+143	+ 33	— 8	+397	
	1962	+102	+ 26	+ 36	+ 4	+168	
	1963	+135	— 3				

Notes relating to Tables 1-4.

(a) The estimates are shown to the nearest £ million, but should not be regarded as accurate to this degree.
(b) Standard Industrial Classification Orders III-XVI.
(c) S.I.C. Minimum List Headings 810, 831, 832.
(d) S.I.C. Minimum List Heading 820.
(e) S.I.C. Orders III-XVI and XX.
(f) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

Unit value and volume index numbers for August

Unit value index numbers of exports and imports (table 1)

COMPARED WITH JULY the overall export unit value index increased by a half per cent while the import unit value index fell slightly; neither of these movements was reflected in the rounded indices, but they were sufficient to raise the terms of trade to 102 (1961 = 100).

The increase of one point in the manufactured goods index for exports was the main cause of the increase in the overall export unit value index, though the index for non-manufactures also rose by rather more than one per cent. Though not reflected in the rounded indices in Table 1, there was an increase of half per cent in the Section index for machinery and transport exports. The index for chemicals also increased by one point, whilst the indices for textiles, metals, and other manufactures remained virtually unchanged.

The slight change in the overall import unit value index was due mainly to a fall of one point in the food, beverages and tobacco index, resulting from lower average values of sugar, and fruit and vegetable imports, though these falls were partly offset by increases in the average values of imports of meat and bacon. The index for fuels also fell by one per cent, while the indices for basic materials and manufactured goods remained unchanged.

Volume of exports and imports (tables 2 and 3)

Exports have grown rapidly this year. In the three months June to August the volume of exports was one per cent more than in the previous three months and six per cent more than in the second half of last year. The value of exports has increased rather more rapidly than this because of the rise in prices. There have been large increases recently in exports of food, beverages and tobacco, with increased exports of sugar and whisky figuring prominently, and in semi-manufactures where the volume of exports of chemicals was 5 per cent more than in the previous three months and textiles 6 per cent, mainly because of increased shipments of man-made fibre yarns and fabrics. The volume of exports of machinery and transport equipment increased sharply in the first quarter of the year, but there has been little change in recent months. Among other manufactures there have been substantial increases in exports of clothing.

Imports too have been rising. In the last three months the volume was 3 per cent more than the previous three months and 7 per cent more than in the first quarter. The increases have been widely spread. The volume of imports of food, beverages and tobacco have been rising since the beginning of the year and in the three months June-August, it was 7 per cent more than in the previous three months. Imports of industrial materials did not begin to expand until the middle of the year, but in the last three months

the volume was 6 per cent more than in the previous three months with increases in both basic materials and semi-manufactures. Imports of finished manufactures have continued to rise, the increases being in imports of consumer goods. The volume of imports of fuels was high in the first half of the year and has since fallen sharply; in the last three months it was 10 per cent less than in the previous three months.

Note:

This series of index numbers based on 1961 = 100 was introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September issue of Economic Trends.

Import and export unit value index numbers (1)

Table 1

1961 = 100

	Imports					Exports								Terms of trade (2)
								Manufactured goods [5 to 8]						
	Total	Food, beverages and tobacco [0 and 1]	Basic materials [2 and 4]	Fuels [3]	Manufactured goods [5 to 8]	Total	Non-manufactures [0 to 4]	Total	Chemicals [5]	Textiles (3)	Metals (4)	Machinery and transport equipment [7]	Other	
Weights	1,000	338	230	110	318	1,000	129	838	89	67	126	442	114	
1954	104	108	104	110	98	91	105	89	114	95	90	83	87	87
1955	108	109	108	112	106	92	106	90	114	95	93	85	89	86
1956	110	109	111	119	107	95	112	93	113	94	99	88	92	87
1957	111	109	115	138	100	100	122	96	114	96	102	92	94	89
1958	103	104	100	120	96	99	108	97	109	96	103	95	94	96
1959	102	105	98	111	98	98	103	97	108	92	99	97	95	96
1960	102	104	101	104	101	100	102	99	104	96	101	99	97	97
1961	100	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1961 January	101	103	100	101	100	100	100	100	102	98	103	99	99	99
February	100	101	99	101	99	100	102	100	101	101	101	99	98	100
March	100	101	100	102	100	100	101	100	102	100	102	100	100	100
April	101	102	101	101	100	100	102	100	102	101	100	100	100	99
May	102	103	101	100	102	101	102	101	102	101	101	100	101	99
June	102	102	102	100	101	101	100	101	99	102	100	101	101	99
July	100	98	102	100	100	101	100	101	99	100	100	101	100	100
August	99	96	101	98	102	101	100	102	99	101	100	102	101	102
September	100	97	100	100	102	101	100	101	99	100	99	102	101	101
October	100	98	100	100	102	100	99	100	99	99	99	101	100	100
November	100	100	98	100	101	101	99	101	99	98	101	102	102	101
December	100	100	99	100	101	101	101	102	100	101	100	102	103	102
1962 January	100	100	98	100	100	102	101	102	98	100	103	102	103	102
February	100	101	98	100	99	101	101	101	97	100	101	102	101	101
March	99	101	98	99	99	101	101	101	98	101	102	102	100	102
April	100	102	98	99	99	101	100	101	96	101	103	102	99	101
May	99	101	97	99	99	101	100	101	96	100	104	102	100	102
June	100	103	96	98	99	101	100	101	95	101	101	102	100	101
July	100	102	96	99	101	101	99	101	96	101	102	103	100	101
August	99	101	95	99	101	101	99	102	96	101	102	103	100	102
September	100	103	94	98	101	102	98	102	97	102	102	103	102	102
October	101	106	94	98	101	102	99	102	98	100	102	104	103	101
November	100	105	94	97	101	101	98	102	98	99	101	104	101	101
December	100	105	95	99	101	102	99	103	96	100	102	105	104	102
1963 January	101	106	94	98	101	102	100	103	97	100	103	104	103	101
February	102	107	96	98	101	103	100	103	99	102	102	104	105	101
March	102	108	96	98	102	103	101	103	99	102	102	104	104	101
April	102	107	97	98	101	103	100	103	100	102	102	105	103	101
May	103	109	98	99	101	103	101	103	99	102	102	105	103	100
June	104	113	97	99	101	104	102	104	99	102	102	106	104	99
July	103	111	97	99	101	104	103	104	99	103	102	106	104	101
August	103	110	97	98	101	104	105	105	100	102	102	106	104	102

(1) The figures in square brackets relate to Section code numbers in the *Standard International Trade Classification* Revised.
(2) Export unit value index as a percentage of the import unit value index.
(3) Export List division 65.
(4) Export List divisions 67, 68 and 69.

Import and export volume index numbers (1)

Table 2

1961 = 100

	Imports					Exports							
								Manufactured Goods [5-8]					
	Total	Food, beverages and tobacco [0 and 1]	Basic materials [2 and 4]	Fuels [3]	Manufactured goods [5-8]	Total	Non-manufactures [0-4]	Total	Chemicals [5]	Textiles (2)	Metals (3)	Machinery and transport equipment [7]	Other
1954	73	82	96	63	50	82	83	79	57	141	75	75	82
1955	82	88	102	75	63	87	85	86	65	135	86	82	90
1956	81	90	99	71	63	92	89	91	69	129	97	89	90
1957	84	93	103	70	66	93	88	93	74	128	100	91	91
1958	84	98	92	76	67	90	88	90	71	109	93	90	89
1959	90	98	98	88	77	93	90	93	81	109	99	92	91
1960	102	100	107	96	103	98	92	98	93	109	98	97	96
1961	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	103	104	96	113	104	102	110	101	107	99	100	100	103
1961 January	109	103	115	120	109	108	109	108	108	119	107	109	104
February	97	95	102	99	95	97	93	98	101	104	99	96	99
March	109	106	108	115	110	101	96	102	101	107	99	103	101
April	96	96	99	99	94	104	90	106	100	104	104	109	99
May	106	104	109	107	105	97	88	98	96	95	104	99	93
June	100	98	102	94	104	103	102	104	99	92	105	108	101
July	96	95	92	103	97	101	94	101	101	103	103	99	106
August	98	95	106	98	97	99	99	100	91	92	91	106	96
September	94	103	87	88	92	85	98	83	96	87	81	79	91
October	103	111	98	100	99	104	115	102	104	101	106	99	108
November	102	104	93	101	106	104	115	102	104	106	103	99	107
December	93	97	94	93	87	96	99	93	100	93	99	91	94
1962 January	111	112	109	117	107	100	105	101	102	100	96	104	92
February	91	96	81	99	90	97	104	96	101	100	96	96	91
March	107	113	94	116	108	103	107	103	114	103	105	100	101
April	96	99	85	94	101	106	110	106	103	95	99	110	104
May	113	120	102	123	109	109	114	109	119	108	110	107	113
June	101	102	93	112	102	104	95	105	108	102	102	107	103
July	106	105	99	120	107	107	108	107	110	100	103	107	110
August	105	101	101	133	103	94	110	92	104	97	94	85	102
September	95	93	89	111	95	92	108	89	100	83	92	86	94
October	113	109	106	132	116	111	126	110	117	104	109	108	114
November	106	102	102	118	108	102	119	99	102	101	99	96	106
December	95	92	94	97	96	101	112	97	111	100	97	93	100
1963 January	109	99	114	138	106	103	109	103	109	94	92	109	92
February	96	92	85	110	102	101	111	100	99	97	95	103	99
March	105	106	91	126	108	117	126	116	119	108	106	121	110
April	104	102	89	131	109	107	118	105	109	98	97	108	106
May	114	108	100	138	121	117	128	117	128	108	113	118	113
June	101	98	95	110	106	107	121	105	113	101	94	106	108
July	113	109	106	122	121	108	115	107	115	104	100	106	117
August	105	97	109	118	105	103	124	101	114	103	93	97	115

(1) The figures in square brackets relate to Section code numbers in the *Standard International Trade Classification* Revised.
(2) Export List division 65.
(3) Export List divisions 67, 68 and 69.

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Import and export volume index numbers (1)

Table 3

1961 = 100 — Seasonally adjusted

	Imports					Exports							
								Manufactured goods [5-8]					
	Total	Food, beverages and tobacco [0 and 1]	Basic materials [2 and 4]	Fuels [3]	Manufactured goods [5-8]	Total	Non-manufactures [0-4]	Total	Chemicals [5]	Textiles (2)	Metals (3)	Machinery and transport equipment [7]	Other manufactures
1954	73	82	96	63	50	82	83	79	57	141	75	75	82
1955	82	88	102	75	63	87	85	86	65	135	86	82	90
1956	81	90	99	71	63	92	89	91	69	129	97	89	90
1957	84	93	103	70	66	93	88	93	74	128	100	91	91
1958	84	98	92	76	67	90	88	90	71	109	93	90	89
1959	90	98	98	88	77	93	90	93	81	109	99	92	91
1960	102	100	107	96	103	98	92	98	93	109	98	97	96
1961	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	103	104	96	113	104	102	110	101	107	99	100	100	103
1963													
1961 January	107	100	110	120	107	105	105	105	106	113	104	104	103
February	104	99	113	106	103	101	95	101	103	103	102	100	104
March	101	95	106	108	102	98	95	99	98	102	97	98	100
April	96	93	100	96	96	100	93	101	98	101	101	101	99
May	99	99	102	96	97	90	85	90	88	91	96	89	89
June	100	101	99	92	103	108	110	108	103	101	110	109	107
July	98	99	92	102	98	100	101	100	103	102	102	97	104
August	100	101	100	92	102	105	104	106	96	94	101	114	97
September	100	108	95	89	98	96	104	96	103	97	91	95	98
October	102	106	100	101	98	102	106	101	103	99	100	101	102
November	98	99	90	98	102	99	105	99	102	103	98	97	102
December	97	99	95	98	95	96	98	95	99	93	98	94	95
1962 January	103	105	99	111	102	96	101	97	99	95	95	98	91
February	98	102	91	107	98	100	106	99	103	99	98	99	95
March	98	100	91	105	98	100	107	99	109	98	103	95	99
April	99	100	90	97	106	102	112	101	104	93	97	101	104
May	105	115	95	111	101	102	110	101	109	103	101	97	108
June	102	106	92	110	101	108	104	108	112	111	107	107	109
July	108	111	99	117	109	106	117	105	111	99	102	105	108
August	108	109	96	125	108	100	115	98	109	100	104	92	104
September	105	102	100	118	105	105	115	103	107	93	105	104	102
October	108	100	105	128	110	108	114	107	114	101	102	109	107
November	103	98	100	117	105	98	108	96	100	97	95	94	102
December	100	95	97	106	107	101	111	99	109	100	98	96	102
1963 January	98	90	100	126	98	100	105	99	107	91	91	103	93
February	102	97	95	120	109	104	112	102	102	96	96	105	102
March	102	99	94	123	104	112	123	110	113	101	102	114	106
April	104	100	91	131	109	103	120	101	107	97	95	100	106
May	105	102	92	125	111	110	124	107	117	102	102	108	107
June	105	106	95	114	107	110	131	107	118	109	99	105	114
July	111	111	101	116	116	107	123	105	116	103	98	103	115
August	107	106	102	112	109	110	129	108	121	107	103	105	120

(1) The figures in square brackets relate to Section code numbers in the *Standard International Trade Classification* Revised.
(2) The seasonally adjusted volume index numbers for 1961 onwards may be subject to minor adjustments when annual revisions are made using more up-to-date information.
(3) Export List division 65.
(4) Export List divisions 67, 68 and 69.

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THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from H.M. Stationery Office, P.O. Box 569, London, S.E.1:

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Rubber stockpile disposals

Seven-hundred-and-forty-five tons of rubber from the Board of Trade's stockpile has been sold this month for delivery as follows:

October	140 tons
November	205 tons
December	165 tons
January	235 tons

There is now approximately 5,695 tons of rubber remaining in the stockpile.

Cinema statistics

FINAL FIGURES relating to cinema exhibition and film distributors' takings in 1962 are now available, and may be obtained on application to Mr. A. W. J. Rickard, Statistics Division, Board of Trade, Room 8325, Horse Guards Avenue, London, S.W.1.

Retail sales in Northern Ireland in July

STATISTICS prepared by the Ministry of Commerce show that the total value of retail sales in Northern Ireland in July was 4 per cent higher than a year earlier. Sales by food shops were up on a year earlier by 4 per cent, while clothing and footwear, and household goods shops showed increases of 4 per cent and 6 per cent respectively.

These figures have recently been rebased on 1961=100 to bring them into line with Board of Trade retail turnover figures. Further details may be had on application to Northern Ireland Index of Retail Sales, Room 55, Ministry of Commerce, Chichester Street, Belfast. (Tel. Belfast 28271, Ext. 112).

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1961 Year	100		100		100		100		100	
1962 Year	103	+3	105	+5	100	Nil	104	+4	101	+1
1962 Third quarter	100	+2	103	+6	92	Nil	100	—2	99	—1
Fourth quarter	117	+5	111	+5	105	+7	116	+9	121	+3
1963 First quarter	97	+4	106	+4	88	+6	96	+1	86	+1
Second quarter	105	+3	111	+5	105	+3	102	—2	98	+2
1962 December	133	+6	118	+5	140	+6	116	+13	160	+4
1963 January	94	+4	105	+6	84	+6	89	—2	86	+1
February	96	Nil	108	+3	86	—1	98	—3	84	—2
March	100	+7	107	+4	95	+15	101	+7	89	+4
April	102	+1	108	+5	99	—6	94	+1	96	Nil
May	110	+4	114	+6	115	+3	112	+2	99	+4
June	104	+4	109	+5	100	+14	102	—10	100	+3
July	101	+4	104	+4	92	+4	102	+6	104	+5

Milletts Holdings (St. Pauls) Ltd.

THE REPORT of the Inspector appointed by the Board of Trade in October 1962 pursuant to Section 165 of the Companies Act 1948 to investigate the affairs of Milletts Holdings (St. Pauls) Ltd., has been published and copies may be obtained from H.M. Stationery Office. Price 8d., by post 11d.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday October 4, 1963.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
BRITISH					
Pathe Pic Series 446-468:					
Pathe Pic No. 461	Warner-Pathe Distributors Ltd.	Associated British Pathe Limited	Br/E 28829	8	September 30
Safety is no Accident	Rank Film Distributors Ltd.	Commonwealth Film Unit	Br/E 28834	29	October 1
Bitter Harvest	" "	Independent Artists (Productions) Ltd.	Br/E 28835	96	October 1
Look at Life Seres 19:					
In the Kart	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 28844	10	October 1
Lure of Venice	British Lion Films Limited	Sphinx Films Limited	Br/E 28846	19	October 2
Mining Review No. 2, 17th Year	Data Film Distributors Ltd.	The National Coal Board	Br/E 28847	10	October 2
The Informers	Rank Film Distributors Limited	The Rank Organization Film Productions Limited	Br/E 28848	105	October 2
Pathe News 63-79	Warner-Pathe Distributors Ltd.	Associated British-Pathe Limited	Br/E 28570	8	October 4
Movietone News 1790A	Twentieth Century Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 28517	7	October 4
Movietone News 1791	" "	" "	Br/E 28518	7	October 4
FOREIGN					
Please Not Now	Twentieth Century Fox Film Co. Ltd.	International Classics Inc.	F 28827	72	September 30
Police Nurse	" "	Associated Producers Incorporated	F 28828	63	September 30
The Thrill of it All	Rank Film Distributors Ltd.	Universal International Films Incorporated	F 28830	108	October 1
Coming Out Party	" "	" "	F 28831	6	October 1
Robin Hoody Woody	" "	" "	F 28832	6	October 1
Fish and Chips	" "	" "	F 28833	6	October 1
Rocky Jones – Space Ranger (Nos. 19-29):					
Behind the Curtain of Space – Episode 1	Animated Motion Pictures Limited	Roland Reed Productions Incorporated	F 28836	22	October 1
Behind the Curtain of Space – Episode 2	" "	" "	F 28837	22	October 1
Behind the Curtain of Space – Episode 3	" "	" "	F 28838	22	October 1
Bobby's Comet – Episode 1	" "	" "	F 28839	22	October 1
Bobby's Comet – Episode 2	" "	" "	F 28840	22	October 1
Bobby's Comet – Episode 3	" "	" "	F 28841	22	October 1
Rocky's Odyssey – Episode 1	" "	" "	F 28842	21	October 1
Rocky's Odyssey – Episode 2	" "	" "	F 28843	21	October 1
The Train Robbers	Miracle Films Limited	Roberto Farias and Herbert Richers	F 28845	102	October 2
Queen of the Pirates	Columbia Pictures Corporation Ltd.	Max Production S.R.L.	F 28849	79	October 3
The Three Stooges in Orbit	Columbia Pictures Corp. Ltd.	Columbia Pictures Corporation	F 28850	58	October 3
Silent Caper	Warner-Pathe Distributors Ltd.	Warner-Brothers Pictures Incorporated	F 28851	47	October 4

Turnover of the catering trades in August

THE TOTAL turnover of the catering trades in August was, as in July, 5 per cent higher than a year earlier. During the second quarter of this year the increase was 4 per cent.

Each of the broad kinds of catering business with the exception of licensed hotels and holiday camps showed much the same increase on a year earlier in August as they have in recent months. The increase by licensed hotels and holiday camps was 8 per cent compared with 5 per cent in June and July, and 4 per cent in the second quarter as a whole, but turnover in August last year seems to have been at a rather low level.

Catering trades

Index numbers of turnover per week and percentage changes on a year earlier

1960 = 100

Kind of business (Turnover in 1960 £ million)	Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS: (£1,290 million)	1960	100	83	102	115	101	82	81	85	96	98	111	118	120	107	97	91	111
	1961	107	90	109	124	108	87	88	94	101	108	115	124	130	118	106	98	117
	1962	112	95	115	129	112	93	94	96	108	109	125	131	136	121	112	102	119
	1963		96	119			94	93	100	111	113	130	136	142				
	1962	+5	+6	+6	+4	+4	+7	+7	+3	+7	+1	+9	+5	+4	+3	+5	+5	+2
	1963	+3(a)	+1	+4			Nil	—2	+4	+3	+3	+4	+5	+5				
Licensed hotels and holiday camps: (£169 million)	1960	100	67	105	139	89	65	65	72	91	97	123	141	150	128	105	77	86
	1961	107	72	112	149	95	66	68	78	95	107	130	149	161	138	113	82	91
	1962	113	77	119	158	98	71	74	84	98	109	143	161	169	146	117	87	93
	1963		76	124			69	72	85	103	113	149	169	184				
	1962	+6	+7	+6	+6	+4	+8	+7	+7	+3	+2	+10	+8	+5	+6	+4	+6	+2
	1963	+4(a)	Nil	+4			—3	—2	+2	+5	+3	+5	+5	+8				
Restaurants, cafes, etc., and fish and chip shops (£307 million)	1960	100	84	103	120	93	82	82	86	94	97	115	124	130	108	95	91	94
	1961	106	90	109	126	99	88	88	94	100	108	117	127	138	116	101	97	98
	1962	109	94	112	130	102	92	93	96	104	107	123	130	141	120	106	100	100
	1963		94	117			89	92	99	108	110	129	134	147				
	1962	+3	+4	+3	+3	+3	+4	+6	+2	+4	—1	+5	+2	+2	+4	+5	+3	+3
	1963	+3(a)	Nil	+4			—3	—2	+4	+4	+4	+5	+3	+4				
Public houses (£711 million)	1960	100	83	102	110	106	82	81	85	98	97	108	114	114	102	95	91	126
	1961	109	92	108	120	114	89	90	95	103	109	112	120	126	115	106	99	133
	1962	114	97	116	125	119	97	97	98	113	110	124	128	132	118	113	104	135
	1963		98	119			98	94	101	115	113	128	133	137				
	1962	+5	+6	+8	+4	+4	+9	+8	+2	+10	+1	+11	+6	+5	+3	+7	+5	+1
	1963	+2(a)	+1	+3			+1	—3	+4	+1	+3	+3	+5	+4				
Canteens and catering contractors (£102 million)	1960	100	104	97	93	106	105	106	102	95	102	94	94	85	99	106	110	103
	1961	105	108	103	99	111	109	108	105	104	104	102	103	87	105	110	115	109
	1962	108	113	106	101	113	113	114	111	104	111	104	103	90	109	112	118	110
	1963		120	113			119	122	120	111	119	111	108	96				
	1962	+3	+5	+3	+2	+2	+4	+6	+5	Nil	+6	+2	—1	+4	+3	+2	+3	+1
	1963	+7(a)	+7	+7			+5	+6	+8	+7	+7	+6	+6	+6				

(a) Cumulative figure for January to August compared with corresponding period of 1962.

Production of man-made fibres in August

PRODUCTION of man-made fibres in August was 22 per cent more than in August 1962. The holiday months are always difficult to interpret but, if July and August are taken together, output of continuous filament yarn was 15 per cent more and output of staple fibre was 18 per cent more than in the comparable months of 1962.

Production
(Million lb. 'delivered by weight' basis)

	Continuous filament yarn (singles)	Staple fibre	Total
1959 (Quarterly average)	58·9	69·8	128·7
1960 (Quarterly average)	67·2	80·8	148·0
1961 (Quarterly average)	65·5	76·4	141·9
1962 (Quarterly average)	72·7	84·1	156·8
1962 1st Quarter	67·8	78·9	146·7
2nd Quarter	73·4	83·6	157·1
3rd Quarter	71·0	79·1	150·1
4th Quarter	78·7	94·7	173·3
1963 1st Quarter	76·7	95·3	172·0
2nd Quarter	82·6	95·4	178·0
1962 June	24·8	30·5	55·3
July	24·3	29·3	53·6
August	22·0	20·5	42·5
1963 June	27·6	30·8	58·4
July	28·4	31·9	60·3
August	25·0	26·9	51·8

New appointment at Dyestuffs Office, Manchester

MR. C. G. HULSE is to relinquish his post as head of the Board of Trade Dyestuffs Office in Manchester on his retirement from the public service on December 31. He will be succeeded by Mr. D. T. Taylor.

ASSISTANCE FOR THE DEVELOPMENT DISTRICTS

The Board of Trade have published a new version of their booklet 'Expanding Industry' which describes the various forms of assistance available under the Local Employment Acts for projects which create employment in the development districts.

The Board of Trade's recent publication 'Room to Expand' gives a comprehensive description of the advantages for industrialists and others of setting up in these districts. The revised booklet 'Expanding Industry' describes in detail the different types of assistance for which industrialists and others can qualify – factories, grants and loans – and how to apply for them. Copies of both booklets are available free of charge at the Board of Trade in London and at the Board of Trade Regional Offices throughout the country.

Exhibitions and Fairs

UK well represented at Helsinki maritime fair

By P. D. Stobart, Commercial Counsellor, British Embassy, Helsinki

FINLAND is essentially a maritime country. Although she has a long common border with the Soviet Union, her face, geographically, is turned West to the sea, across which most of her trade has traditionally moved. She has a merchant fleet of nearly a million gross tons. The shipowners of the Aland Islands were among the last to operate ocean-going windjammers. Finnish yards today build tankers and dry cargo ships of up to 18,000 tons and Finnish techniques in icebreaker construction are deservedly world-famous. Internally, too, with her innumerable lakes, water is a familiar element. In many areas a pleasure boat often takes priority in the family budget over the possession of a motorcar or even the nearly-indispensible sauna. This, in conjunction with her heavily indented and island-studded coastline, makes water transport essential for Finland's social and economic life.

Details of the Amendments and Additions to the Classified Lists of Trade Fairs and Exhibitions are to be found on page 809.

Despite the fact that the Finns are thus traditionally a sea-minded nation, it was a bold enterprise to mount a specialized maritime exhibition called 'Navigare 1963' and held from September 13 to 29 in this rather remote corner of north-east Europe – probably the most northerly exhibition of its kind and size ever to be held, since Helsinki stands on the latitude of Baffin Bay or the Shetland Islands– and the organizers deserve the greatest credit for their courage. Once more Suomen Messut, as the Finnish Fair authority is called, has scored a success. The available space was well filled, attendance by the public good and the standard of layout excellent. The scope of the exhibition was very broad, including as it did, maritime history, shipping services, shipbuilding, engines, safety gear, electronics, yachts, in short everything to do with the sea.

The British response was a very good one. First was a large stand entitled 'British Shipping Services', mounted with the co-operation of the Board of Trade by a City of London group under the leadership of Mr. A. C. Grover, chairman of Lloyd's Register of Shipping, and a past chairman of Lloyd's, who is also a member of the Export Council for Europe having special responsibility for Finland. Exhibitors on this stand were Lloyd's, Lloyd's Register of Shipping, Trinity House, the Port of London Authority, the Shipbuilding Conference, the Hydrographic Department of the Admiralty, the Baltic Exchange and the shipbrokers, H. Clarkson and Co. Undoubtedly these exhibits have done a great deal to make better known in Finland the services which Britain can offer to the shipowner.

A second large stand mounted in co-operation with the Board of Trade, was that of the British Iron and Steel Federation which, apart from traditional materials, displayed specialist steels, plastic-coated steels and other new products developed for the shipbuilding industry. The architecture of both stands was excellent and they attracted a great deal of attention from the public.

Apart from these two group stands, there were numerous British firms who exhibited either direct or through local agents. A total of 109 British firms and organizations were represented in one way or another at the exhibition and this compares very favourably with a figure of 163 for the host country, Finland, and of 104 for Western Germany.

The meeting in Helsinki of the Finland-EFTA Ministerial Council on September 13 coincided with the opening of Navigare 63 and despite a very full programme, both Mr. Edward Heath, Lord Privy Seal, and Mr. Alan Green, Minister of State at the Board of Trade, found time to tour the exhibition.

Valuable support was afforded by the Royal Navy. The Finnish Fair authorities issued an invitation to stage naval visits during Navigare 63, but rather than bring in the sort of fighting ship which customarily pays such visits, the Admiralty very wisely provided two ships which demonstrated British prowess in the technical, rather than in the strictly naval, field. From September 18 to 24 the Royal Fleet Auxiliary *Tidepool*, commanded by Captain J. Dines, which is the Navy's latest large replenishment tanker, commissioned only last June, lay in the harbour and was available for inspection by Finnish shipbuilders, shipowners and technicians. All her equipment is of the most modern type. The Admiralty also provided from September 23 to 27 the survey ship H.M.S. *Scott*, commanded by Lieut. Commander W. M. Powell, R.N., which was able to give demonstrations of marine survey in the waters around Helsinki. Last, and by no means least, the Hydrographer of the Royal Navy, Rear-Admiral E. G. Irving, C.B., O.B.E., paid a nine-day visit during which he lectured on British hydrography at the University, took part in H.M.S. *Scott's* demonstrations, gave a press conference and established valuable contact with his Finnish opposite numbers. A good deal of favourable publicity was obtained for Britain's prowess in this field.

Undoubtedly the total British effort was an impressive one and placed Britain as the largest single foreign exhibitor. I say 'total' British, advisedly because I think there is a lesson to be learnt here. It is not quite enough to mount one or two large prestige and industrial stands and leave it at that. What also counts is the total British presence at such an exhibition and that, I think, is what we achieved in Helsinki. As soon as Navigare 63 was first announced in 1962, the Embassy contacted all known importers of British marine products urging them to display, and this no doubt helped to stimulate interest on the part both of these agents and of their British principals. The two large stands mounted directly by interests at home undoubtedly were able to provide a degree of sophistication in display which local agents could hardly be expected to produce. Lastly, the support which the Admiralty provided was invaluable in making the British presence felt during the whole period of the exhibition. The great characteristic, therefore, of the British effort was its comprehensive nature and the large number of fields which it embraced.

Finland's shipyards, which work very largely to orders from the home market or for the Soviet Union under the Finnish-Soviet Trade Agreement, have probably suffered from the present recession in shipbuilding rather less than most, and prospects for sales, particularly of British shipbuilding components and equipment, are therefore rather better than might at first be expected.

We are already fairly well established in such fields as marine radar, life saving equipment, cable laying equipment, propellors and pumps. We may, however, hope for expansion in the fields of shipbuilding steels, machinery and the more sophisticated forms of control gear in which Britain excels. Certainly, Navigare 63 will have done a good deal to put us on the map.

Inquiries about this and other international trade fairs should be addressed to the Export Publicity and Fairs Branch, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855).

This group of panels and control desks, nearing completion at the Chester works of Brookhirst Igranic, is part of a second order for electrical equipment for a railway wheel and tyre plant in Czechoslovakia. The main contractor is Davy and United Engineering Co., a member of the Davy-Ashmore Group.

Details of other recent export orders are given on page 824.

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British success at ANUGA fair

A report from H.M. Embassy at Bonn

A MERE TWO years between the two events ANUGA 1961 – ANUGA, September 21-29, 1963. But a world of difference separates them. A difference created by the efforts of the food industry and its ancillary trades to achieve higher standards than ever before in the preparation, quality, presentation and packaging of foodstuffs, drinks and confectionery. A difference arising from two years of progress during which new or improved methods of manufacture, packaging and distribution together with up-to-date machinery of almost uncanny 'intelligence' have combined to change the face of the industry.

It was no surprise to find that two temporary halls had been added this year to the 12 halls which sufficed at ANUGA in 1961. The exhibition covered 117,000 square metres over which 2,476 firms from 45 countries displayed their fine foods, provisions, confectionery, hard and soft drinks, shop fittings, automatic vending machines, etc., in almost bewildering variety. The number of foreign visitors, 11,820, was 28 per cent higher than in 1961. The attendance of 244,300 from 66 countries was rather less than that of 1961, but this was attributed to the fact that trade visitors had been given an extra day and the general public one day less.

Prices remain stable, mainly because the market offers a wide choice of goods at all price levels, and because manufacturers are trying, with some success, to curb rising production costs by improving among other things the technical and industrial processes of the industry. The organization of the ANUGA and other Cologne fairs leaves little to be desired. But the organizers are none the less constantly on the lookout for possible improvements. Not all those suggested are possible. No more than they would be in London or Paris for example. At Cologne this year, apart from the foods, drinks and confectionery, there were on display packaging materials, bread, meat and fruit packaging and labelling machines as well as shopfittings designed to meet the sales techniques of supermarkets and self-service stores and to speed the customers' trolleys to the cash desk. Automats for all types of food and drink, food baskets, carrier bags, new materials for deep freeze packaging were other items on view.

That is why over 100 British exhibitors came to ANUGA this year. Some of them had already been converted in 1961. Some came to see for the first time, and judge for themselves. All returned wiser after the event for it is quite impossible not to learn or benefit in one way or other from the experience to be gained at a fair of this nature.

Of the British participants, no less than 40 – not including 21 whisky firms – took part in a joint venture display in collaboration with the Board of Trade. The stand, 650 square metres, was very well designed by the Central Office of Information and its erection was most efficiently carried out by a British firm of stand contractors. It housed the largest display of British foodstuffs, confectionery and drinks ever staged in Europe. Much of the credit for the successful outcome of the venture is due to the whole-hearted co-operation of the Food Manufacturers' Federation, the Cocoa, Chocolate and Confectionery Alliance, and the Whisky Distillers' Association. Their efforts culminated on September 20 in a press reception on the British stand attended by Mr. E. Melville, H.M. Minister (Economics) at Bonn and Mr. F. J. Lawton, Director and General Secretary of the F.M.F.

Visitors to the fair queue to buy bread from the English Grains Company Ltd. stand.

Alderman J. McMillan, Lord Mayor of Liverpool, was among the distinguished visitors at this event. Liverpool is the twin city of Cologne and they both maintain close cultural relations.

The image of Britain was not only projected on the stand but was also reflected in trams, trains and buses by hundreds of carrier bags displaying the Union flag and by hundreds of smaller flags pinned on the lapels of adults and children who had visited the British stand.

The first five days of the fair were devoted to trade buyers, wholesalers, retailers and agents. The stand was well placed to receive the main flow of visitors from the entrance to the fair and our exhibitors were more than satisfied with the attention they received. Good publicity in the German press, on television and on sound in 'Today in German' all made a useful contribution to the success of the British effort. Many of the exhibitors found that public acceptance of their wares had improved since ANUGA 1961. Brisk over the counter sales by most firms characterized the public days so much so, that many of the exhibitors are prepared to return in September 1965. A number of orders amounting to £2,000, £4,000 and one of £10,000 were reported. No epoch-making breakthrough, but a very gratifying result.

Proposed British pavilion at Budapest fair

THE BUDAPEST Industrial Fair which is to be held from May 15 to 25, 1964, is the main annual trade fair in Hungary. Recent developments in Anglo-Hungarian trade relations indicate that prospects for British exhibitors at next year's Fair are likely to be better than they have been for a long time. British exports to Hungary have shown a steady increase in recent years, rising from £3·0 million in 1958 to £4·4 million in 1960 and £6·8 million in 1962. The Anglo-Hungarian Trade Agreement provides for further substantial increase in the current year and for the first seven months of 1963 exports were £4·5 million compared with £3·9 million for the same period of 1962. The main groups in British exports to Hungary are machinery (including electrical), railway equipment, iron and steel and non-ferrous metals, chemicals and textiles and textile manufactures. There is also a small but growing trade in consumer goods.

The Board of Trade accordingly intend, if sufficient support is forthcoming from industry, to organize a British Pavilion at the forthcoming fair in which space will be available for commercial exhibitors.

A shell-stand scheme will be provided for which the charge will be 25s. per square foot. The charge will cover rent, stand construction and normal services (general lighting, cleaning and security) as well as the cost of a reception to which each exhibitor will be entitled to nominate up to four persons per 100 sq. ft. of stand space. The Board of Trade will arrange for suitable publicity for the Pavilion as a whole. The shell stand scheme will be divided into units of approximately 100 sq. ft. each; exhibitors may book one unit, or any number of units, but units cannot be sub-divided. It is hoped that outside space adjoining the British Pavilion will also be available; the charge for this would be 6s. per square foot which will include overall dressing of the site, fascia boards and will entitle exhibitors to nominate persons to the reception at the rate of four per 200 sq. ft. booked.

Firms wishing to book space should write to Mr. L. J. S. Evans at Export Publicity and Fairs Branch, Board of Trade, Horse Guards Avenue, London, S.W.1 before October 31. Bookings should be accompanied by a deposit of 10 per cent of the rent payable (cheques should be made out to the Principal Accountant, Board of Trade). For further information, please consult Mr. Evans (by telephone, if necessary, Trafalgar 8855, Ext. 3113) or Mr. R. C. Pearson (Ext. 7685).

BOT REGIONAL OFFICES

The normal Board of Trade contact for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. A list of addresses is given on page vi *of this week's issue.*

British firms at FIRATO fair

THE 13TH International Exhibition of Radio, Television, Electrical and Electronic Equipment (FIRATO) was held in the RAI Building in Amsterdam from September 13-22. The principal hall, the Europa hall, in the centre of the building, was reserved for domestic radio and television, and components and accessories; the North hall for industrial electronic equipment and accessories; the West hall for a large demonstration by the Dutch Government of radio and electrical equipment in use by the Navy, Army, Air Force and Police, and the South hall, near the main entrance, for tape recorders, gramophone equipment and general domestic and industrial sound reproducing apparatus. There was also a television studio used to broadcast live shows within the exhibition on a closed circuit.

There were, in all, 230 stands, the majority of which were taken by Dutch manufacturers, agents and importers. Naturally there was a large display by Philips of Eindhoven and also by Van der Heem of The Hague, the only other Dutch manufacturer of domestic radio and television. Dutch products did not, however, monopolise the show. There were large displays of German, Japanese and American products and some Swedish, Swiss, Italian and Danish ones. Few foreign firms had their own stands the majority exhibiting through Dutch agents. Prominent names on view were A.E.G., Graetz, Blaupunkt, Telefunken, Siemens and Grundig of Germany, G.E.C., Westinghouse and R.C.A. Victor of the United States, Svenska of Sweden, Hitachi and Hansen of Japan, Red Star (Geloso), Nuova Faro, Metal Lux, Mial and Facon of Italy, Lenco, Leclanche, Perfectore and Ohmag Neuchâtel of Switzerland and Bang Olufsen of Denmark.

Included in this array of products were also those manufactured by 115 British firms, the majority of these exhibits being displayed by Dutch agents and almost half were electronic components in the industrial section. The products of other British firms could be seen dotted about the halls, but one of the most impressive of all the displays was the group stand organized by the Board of Trade and designed by the COI, which was occupied by 19 members of the Audio Manufacturers' Group of the British Radio and Electrical Manufacturers' Association. This group stand faced the main entrance hall and attracted a considerable amount of attention as all visitors to the Fair had to pass it both on arrival and again on departure. A particular feature was a special audition hall with regular demonstrations throughout the day of high quality sound reproduction equipment. In order to give all manufacturers a fair opportunity, the equipment in use was concealed by curtains and visitors who inquired were told that the apparatus was available from the stands in the group.

Some of the firms participating in the group stand had not previously exhibited in or traded with the Netherlands; others had agents or representatives but the volume of business done had not been very great. It was, therefore, gratifying to find out that by the end of the first week of the exhibition practically every exhibitor was highly delighted with results and considered that participation had been more than worth while. Two of the firms in the stand even had success stories. One firm, which prior to the exhibition had no agent in the Netherlands, and had not done any business in the country, had found an agent, sold its entire stock of exhibits and was negotiating orders from Dutch Universities, the Navy and the Police. Another firm which already had an agent but which had done little business, had sold £1,000 worth of equipment and had received orders for a further 150 tape decks. These success stories were ,however, not confined to the group stand alone. A British manufacturer of domestic television apparatus equipment in the main Europa hall, exhibiting through its agent, succeeded in obtaining orders for about 1,000 'slim line' domestic television receivers, indicating the growing demand in the Netherlands for modern styling in television receivers which occupy less space in the home. Many other agents for British products have received numerous inquiries as did almost all the manufacturers on the group stand. It is highly probable that a number of these inquiries will result in firm orders later.

It is, therefore, true to say that those British firms which participated in this specialized exhibition in the Netherlands found it well worth their while and as a result of this success the Audio Manufacturers' Group is keenly interested in organizing another, and larger, group stand at the next Firato to be held in 1965. At this year's show there were 141,496 visitors including buyers from 35 countries and attendance was 50 per cent higher than at the last Firato in 1961. The Amsterdam show is thus becoming an important event in the radio, television and electronic world.

Business equipment industry's vital part in exports

SEVERAL NEW features of British business equipment, which, it is stated, is supplied to threequarters of the countries of the world – the industry reported £43 million worth was exported last year – were introduced at this year's Business Efficiency exhibition which was held at Olympia, London, from September 30 to October 9. More than £10 million worth of modern business machines and equipment was shown by more than 150 firms from all parts of the United Kingdom. Their products covered some 133,000 square feet of stand area and included electronic computers, office printing and composing machines, calculators, accounting machines, dictating equipment, wage paying machinery, charting and planning boards, duplicators, typewriters, photocopying equipment, office furniture, safes and strongroom equipment, cash registers, addressing machines, filing systems, postal franking machines, cheque writing machines and mail opening, folding, and sealing devices.

In addition, a three-day symposium on 'Efficiency in Business' was organized by the Automatic Data Processing Section of the Business Equipment Trade Association, under the chairmanship of Lord McCorquodale of Newton. Object of the symposium was to provide an opportunity for management to evaluate efficiency in the fields of production, office management and administration. The speakers at the sessions were those who have been, or are, responsible for solving the problems of executive management. They spoke from their experiences of the management of their own organizations, outlining in business terms the results achieved. Each speaker at the end of his address was joined on the platform by two inquisitors who commented on the talk and put questions. This was followed by a general discussion.

The themes of the symposium were 'what is efficiency?', 'efficiency in planning', and 'efficiency in communicating'.

A series of evening computer lectures, organized by BETA in conjunction with the British Computer Society, and designed to provide an expert view on matters of special and topical interest to actual and potential computer users and to those interested in discovering some of the implications of computers, were also organized.

Opening the exhibition Sir Henry Jones, chairman of the Gas Council, said that the gas industry earned several million pounds a year by the export of coke and breeze, mainly to Scandinavian countries. The industry therefore had some experience of selling in overseas countries. During the past 12 months, in addition to visiting European countries, he had travelled to Australia, Japan and the United States. These visits, coupled with experience in European markets, made him feel qualified to comment on the vital importance of efficient management and administration in British industry.

Sir Henry said: 'Whether firms are concerned directly with exports, or are indirectly concerned, as we are in gas, by providing services to the exporting industries, the products offered for sale must be well designed for the customer's needs, be offered at competitive prices and with quick delivery, and be supported by efficient after-sales service. None of these objects can be obtained unless management knows what is going on, and I regard business efficiency as being determined largely by the speed with which information in suitable form can be given to management. The words "in suitable form" are of course vital.'

He said the equipment on view in the exhibition was well fitted to play a vital part in enabling British firms to hold their own against

Sir Henry Jones (left), chairman of the Gas Council, listens on a 'lorgnette' radio receiver to a commentary on the equipment on one of the stands at the exhibition, after he officially opened the show. In the centre is Mr. E. J. Mitchell, president of the Business Equipment Trade Association.

their overseas competitors. These competitors were active not only in the export field but here, in the home market as well. 'There are imports as well as exports and from the manufacturer's point of view home sales must be developed as well as exports.'

Included among the new features exhibited were: The new BOWE 210, an automatic programme controlled guillotine, shown by Alacra Ltd. This machine guillotines, strip-cuts, trims, centre-slits, and stacks a single web of marginally punched continuous forms at speeds ranging from 5,500 12in. form cuts per hour to 20,000 1in. form cuts per hour. Automatic selection of form depths, rates of feed and number of cutting sequences are determined by pre-programmed interchangeable insert cards. The Assman A.S.E. control plinth for PABX dictation makes it possible for a subscriber to a PABX 3 or 4 to dictate to a central bank of dictating machines using his ordinary telephone as his dictating station. Using the recall button, he can stop and start his machine instantaneously and can get reverse and replay of any length from the same button. He uses the dial only to mark letter length and talk to the bank operator. The plinth is a small and compact 'plug-in' unit which fits under the central recorder. A substitute plinth can be put into service within sixty seconds.

The Planocop Electronic shown by Autex Ltd. is claimed as the world's first transfer photocopier which 'alters its own exposure' in accordance with its own room lighting conditions. Furthermore, it automatically corrects its own exposure in circumstances where the mains electricity supply fluctuates. British Olivetti Ltd. presented the Mercator 5000 billing machine – a superautomatic alphanumerical accounting machine with a cable-connected electronic multiplier. Its applications include invoicing and all routines which require high-speed multiplication as well as normal addition, subtraction and alphanumerical printing. Storage units and conference tables are part of the new international range of furniture designed for home and export. Featured by Carson Bros. (Productions) Ltd., this furniture consists of a marriage between ash, teak, and rosewood and satin chrome metal end frames.

Dictaphone Co. Ltd. featured a voice-operated Telecord remote-control dictation system which provides the facility of a centralized dictation system utilizing dialled telephones whereby the dictator does not have to dial a digit to stop and start the recorder each time he pauses. The voice-operated relay unit, which consists of a small box connected to each recorder, provides this facility without the need to modify the telephones in any way. Telecord equipment is manufactured at the Dictaphone factories at Acton, 66 per cent of total production being exported, with the bulk going to the United States and Canada.

Exposition Britannia in Philadelphia

Various aspects of British life and achievement will be exemplified at an 'Exposition Britannia' which will open in Philadelphia on October 12 and will last for three weeks. The initiative comes from the department store of John Wanamaker whose windows and counters will feature a wide range of consumer goods from Britain and whose central hall will display an animated panorama over a hundred feet high depicting the 'Sights and Sounds of London'. Flanking this will be exhibits highlighting Britain's outstanding scientific achievements as well as great moments in her history.

H.M.S. Devonshire, one of Britain's most modern guided missile destroyers, will be at Philadelphia during the event. So will the Royal Philharmonic Orchestra, conducted by Sir Malcolm Sargent, and under the patronage of General Eisenhower and the English Speaking Union.

Displays of famous British paintings and other works of art will be shown both in the stores and in the city's galleries, and British scientific achievements will be given additional prominence by the Franklin Institute in a display to be opened by Sir John Cockcroft, of the United Kingdom Atomic Energy Authority.

A London bus with London crew will tour the city regularly and it will share the honours of at least one procession with Lord Montgomery's war-time Rolls Royce.

Considerable support for this drive to export more British consumer goods to the United States has come from the Board of Trade.

A male model at a fashion show staged by ICI during a British Fortnight at the store of Bertolini in Dornbirn, Austria. The store was specially decorated for the occasion with display material lent by the Board of Trade, and the British Embassy in Vienna was represented at a reception where drinks from the United Kingdom were served.

The Thorn Electrical Stand at the 'Industrial Electronics' Exhibition, Basle, organized by the Swiss Industries Fair. From left to right are: Mr. W. Siegrist, of SIBALCO, Basle; Dr. P. W. Ranby, who read a scientific paper at the INEL Congress on the image retaining panel and electro-luminescent retaining panel; and Mr. H. Mehner, export sales manager of Thorn Electrical Industries Ltd.

British plastics display at Dusseldorf

THE BOARD OF TRADE has collaborated with the British Plastics Federation in organizing a British display at the 4th International Plastics Fair (Kunststoffe), Dusseldorf, which opens on October 12 and ends on October 20. Thirteen British manufacturers and three trade journals will take part in the official display. Exhibits will include a new type of tubing for surgical and medical use; automatic dry printing equipment; plastic pipes, ducting and tanks; dyes and pigments; laminates; plastics machinery, and injection mouldings.

The display will cover more than 3,000 sq. ft. and will also include an information inquiry desk to be staffed by the Federation. This will be the second time the Board of Trade has organized a display in collaboration with the Federation at the Kunststoffe Fair. The first was in 1959.

British exports of plastics materials and goods in 1962 were worth £61.7 million, of which £2.3 million went to West Germany.

Amsterdam packaging show

At a press conference in London to announce arrangements for the 7th International Packaging Exhibition 'Macropak' to be held from April 14-21, 1964 in the RAI Halls at Amsterdam, Mr. W. F. Luca, the Exhibition Manager, said that the net stand space occupied was likely to approach 200,000 sq. ft. Some 50,000 trade and technical visitors are expected, of whom 12,000 are likely to come from outside the Netherlands. A number of congresses and lectures will be arranged during the Exhibition.

The United Kingdom agents for 'Macropak', to whom inquiries should be addressed, are Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. Tel.: Hunter 1951.

British commercial representatives overseas

It is strongly recommended that all commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade (see list below) or to the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757, Telex – 25977. A great deal of overseas commercial information is on record and can be supplied immediately.

When travelling on business overseas a call on the nearest British Commercial Officer will be of considerable assistance to you, and prior notice of your visit given to the Board of Trade will enable him to prepare in advance the information which you need. The list is not exclusive but gives the names and addresses of full-time representatives in charge of offices.

The Board of Trade publishes a series of booklets 'Hints to Businessmen' for most of the countries listed. Copies may be obtained free of charge by British businessmen who intend visiting any of the countries on export business, on application to the nearest Regional Office, to Export Services Branch or Directories and Notices Section, Room 0348, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855. Ext. 2928. Telex – 25955).

(C.G. = Consulate-General, C = Consulate, and V.C. = Vice-Consulate. Unless otherwise indicated, the telegraphic address of the following posts are:
(i) for Embassies and Legations – 'Prodrome', followed by the relevant town name;
(ii) for Consulates-General, Consulates and Vice-Consulates – 'Britain', followed by the relevant town name.)

AFGHANISTAN – Mr. H. H. Hale, Second Secretary (Commercial), British Embassy, KABUL. (Tel. 20512, 24856, 24956.)

ALGERIA – Mr. W. H. Lawson, M.B.E., First Secretary (Commercial) and Consul, British Embassy, Résidence Cassiopée, Bâtiment B, 7 Chemin de Glycines, ALGIERS. (Tel. 65-78-83, 65-72-62, 66-52-41 and 66-99-08.)

ARGENTINA – Mr. T. E. Rogers, C.M.G., M.B.E., H.M. Minister (Commercial), British Embassy, Edificio Britanico, Calle Reconquista 314, BUENOS AIRES. (Tel. 49-6681-7, 7 lines.)

AUSTRIA – Mr. A. C. Maby, C.B.E., H.M. Counsellor (Commercial), British Embassy, 40 Reisnerstrasse, VIENNA 3. (Tel. 73.15.75/6/7.)
INNSBRUCK (C.) – Erlerstrasse 17/1. (Tel. 28320.)

AUSTRALIA – Mr. F. B. Arnold C.M.G., O.B.E., The Senior British Trade Commissioner in Australia, Commonwealth Avenue, Canberra, A.C.T., Australia. ('Senbricom, Canberra.') (Tel. U.2211.)
CANBERRA – Mr. H. W. Woodruff, British Trade Commissioner, Commonwealth Avenue, Canberra, A.C.T. ('Senbricom, Canberra.') (Tel. U.2211.)
SYDNEY – Mr. M. J. Marshall, The Principal British Trade Commissioner, London Assurance House, 16 Bridge Street, Sydney. ('Combritto, Sydney.') (Tel. 27-7521.)
MELBOURNE – Mr. J. W. Stoodley, The Principal British Trade Commissioner, The Colonial Mutual Life Building, 330 Collins Street, Melbourne, C.1. ('Combrit, Melbourne.') (Tel. 67-7254 (4 lines) and 67-8601 (2 lines.))
BRISBANE – Mr. N. A .Pinch, The British Trade Commissioner, M.L.C. Building, Corner Adelaide and Edward Streets, Brisbane. ('Combriton, Brisbane.') (Tel: 2-2307.)
PERTH – Mr. B. A. F. Pennock, The British Trade Commissioner, Prudential Building, 189 St. George's Terrace, Perth, Western Australia. ('Britcom, Perth.') (Tel: B.A. 2042/3.)
ADELAIDE – Mr. M. E. Browne, The British Trade Commissioner, F.C.A. Building, 15 Franklin Street, Adelaide. ('Britoncom, Adelaide.') (Tel. 51-4011, 51-4012.)

AZORES (C) – 7, Largo Cinco de Outubro, PONTA DELGADA. (Tel. 617.)

BELGIUM – Mr. J. R. Wraight, C.M.G., H.M. Counsellor (Commercial), British Embassy, 2 rue de Spa, BRUSSELS 4. (Tel. 13.18.50) Telex No. 2026/221937 a/b Prodrome Brusls.)
ANTWERP (C.G.) – 105 Frankrijklei. (Tel. 32.69.40; 32.88.29.)

BOLIVIA – Mr. S. W. Martin, Second Secretary (Commercial), British Embassy, Avenida Arce 2732-2754, Casilla 694, LA PAZ. (Tel. 4350.)

BRAZIL – Mr. J. H. Wardle-Smith, C.M.G., H.M. Minister (Commercial), British Embassy, Caixa Postal 669-ZC-00 (for mail); Praia do Flamengo 284-2° Andar (for visitors), RIO DE JANEIRO. (Tel. 25-7252.)
SAO PAULO (C.G.) – Mr. J. R. Cotton, C.M.G., O.B.E., H.M. Consul-General, British Consulate-General, Caixa Postal 846 (for mail); Rue Conselheiro Crispiniano, 72-4 Andar (for visitors), SAO PAULO. (Tel. 35-4131.)

BULGARIA – Mr. C. L. Nash, Second Secretary (Commercial) and Vice-Consul, British Legation, Boulevard Marshall Tolbukhin 65, SOFIA. (Tel. 85361 and 85362.)

BURMA – Mr. A. R. K. Mackenzie, H.M. Counsellor (Commercial), British Embassy, 80 Strand Road, P.O. Box 638, RANGOON. (Tel. 15700.)

BURUNDI – Mr. W. P. Cranston, H.M. Ambassador, British Embassy, Boite Postale 1750, USUMBURA. (Tel. Usumbura 2105.)

CAMBODIA – Mr. L. A. Taylor, Second Secretary (Commercial), British Embassy, 96 Moha Vithei Preah Bat Norodom, Boite Postale No. 150, PHNOM PENH. (Tel. 3974, 3975.)

CAMEROON, FEDERAL REPUBLIC OF – Mr. D. J. Self, Commercial Secretary, British Embassy, Avenue Joseph Clerc, Boite Postal 547, YAOUNDE. (Tel. 31-92.)
THE FEDERATED STATE OF EAST CAMEROON: Duala (V.C.) – Mr. L. E. Sturmey, Rue Joffre and Rue Castlenau, B.P. 4031, DUALA. (Tel. 46-27.)
THE FEDERATED STATE OF WEST CAMEROON: Buea (C.) – Mr. J. J. Balmain, H.M. Consul, British Consulate, "Castella", BUEA. (Tel. Buea 119.)

CANADA – Mr. A. Currall, The Senior British Trade Commissioner in Canada, 56 Sparks Street, Ottawa. ('Sencom, Ottawa.') (Tel. CEntral 3-4085.)
OTTAWA – Mr. J. A. E. Smart, British Trade Commissioner, 56 Sparks Street, Ottawa. ('Sencom, Ottawa.') (Tel. CEntral 3-4085.)
MONTREAL – Mr. A. Heckle, The Principal British Trade Commissioner, 635 Dorchester Boulevard West, Montreal, 2, P.Q. ('Britcom, Montreal.') (Tel. 866-5863.)
TORONTO – Mr. J. R. W. Wilby, C.M.G., The Principal British Trade Commissioner, 119 Adelaide Street West, Toronto. ('Toroncom, Toronto.') (Tel. EMpire 2-1223.)
VANCOUVER – Mr. W. K. Ward, The Principal British Trade Commissioner, Bank of Nova Scotia Buildings, 602 W. Hastings Street, Vancouver, 2, B.C. ('Vancom, Vaucouver.') (Tel. 681-8381.)
WINNIPEG – Mr. R. Fox, The British Trade Commissioner, 4th Floor, 333 Broadway Avenue, Winnipeg, 1. Man. ('Wincom, Winnipeg.') (Tel. W.H. 23153-4.)
EDMONTON – Mr. G. R. Latham, The British Trade Commissioner, Suite 600, Bank of Montreal Building, Jasper Avenue, Edmonton, Alberta. ('Edcom, Edmonton.') (Tel. 424-0481.)
REGINA – Mr. M. W. R. Mustoe, Office of British Trade Commissioner, Room 207, Derrick Building, 2431 Eleventh Avenue, Regina. ('Regcom, Regina.') (Tel. LAkeside 7-6459.)
ATLANTIC PROVINCES – Mr. H. F. Codling, The British Trade Commissioner for the Atlantic Provinces, 5425 Spring Garden Road, Halifax, Nova Scotia. ('Halicom, Halifax.') (Tel. Halifax 422-7488 and 422-7489.)

CENTRAL AFRICAN REPUBLIC – Mr. D. M. Pearson, M.B.E., First Secretary and Consul, British Embassy, Ave du 28 aout 1940, Boite Postale 178, 'Central Post Office', BRAZZAVILLE, Republic of Congo. (Tel. Brazzaville, 27-11 and 31-47.)

CEYLON – Mr. J. F. Saunders, M.B.E., The Principal British Trade Commissioner in Ceylon, P.O. Box 745, 2nd Floor, Hongkong Bank Building, Prince Street, COLOMBO. ('Tradcom, Colombo.') (Tel. 7298/9.)

CHAD – Mr. D. M. Pearson, M.B.E., First Secretary and Consul, Ave du 28 aout 1940, Boite Postale 178, 'Central Post Office,'

(Continued on next page)

BRAZZAVILLE, Republic of Congo. (Tel. Brazzaville 27-11 and 31-47.)

CHILE – Mr. H. T. Kennedy, First Secretary (Commercial), British Embassy, P.O. Box 72-D (for mail); Bandera 227 (for visitors); SANTIAGO. (Tel. 61151-5.)

CHINA – Mr. L. S. Rose, First Secretary (Commercial), Office of the British Charge d'Affaires, 5 Kuang Hua Lu, Chien Kuo Men Wai, PEKING. ('Prodrome, Peking.') (Tel. 5-3931/5.)

SHANGHAI – Mr. D. R. A. Spankie, First Secretary (Commercial), The Office of the Counsellor at Shanghai of the British Charge d'Affaires in China, 33 Chung Shan Lu, Shanghai, E.1. ('Prodrome, Shanghai.') (Tel. 11489.)

COLOMBIA – Mr. M. K. O. Simpson-Orlebar, First Secretary (Commercial) and Consul, British Embassy, Carrera 8, No. 15-46, BOGOTA. (Tel. 411051 and 433203.)

CONGO, REPUBLIC OF THE (FORMERLY BELGIAN CONGO) – Mr. B. W. Gordon, First Secretary (Economic/Commercial), and Consul, British Embassy, 9 Avenue Beernaert, 5th Floor, Building Credit Congolaise, P.O. Box 8049, LEOPOLDVILLE. (Tel. 3483.)

CONGO REPUBLIC (FORMERLY FRENCH CONGO) – Mr. D. M. Pearson, M.B.E., First Secretary and Consul, British Embassy, Ave du 28 aout 1940. Boite Postale 178, 'Central Post Office' BRAZZAVILLE. (Tel. Brazzaville 27-11 and 31-47.)

COSTA RICA – Mr. D. Reis, First Secretary and Consul, British Embassy, Paseo Colon, 3202, Apartado 'U' SAN JOSE. (Tel. 5286.)

CUBA – Mr. P. H. Scott, H.M. Counsellor (Commercial), British Embassy, Apartado 1069 (for correspondence); Edificio Bolivar, Capdevila 101-103, 9° Piso (for visitors); HAVANA. (Tel. 61-5681/4.)

CYPRUS – Mr. L. Reid, The British Trade Commissioner, P.O. Box 678, Alexander Pallis Street, NICOSIA. ('Tradcom, Nicosia'). (Tel. 73131-5.)

CZECHOSLOVAKIA – Mr. W. N. Hillier-Fry, First Secretary (Commercial) and Consul, British Embassy, Thunovska Ulice 14, Mala Strana, PRAGUE (Praha) 1. (Tel. 66144, 66145.)

DAHOMEY – Mr. R. S. Faber, First Secretary and Consul, British Embassy, Immeuble L'Union Assurances, Avenue Chardy, ABIDJAN, Ivory Coast, Postal Address: Boite Postale 2581, Abidjan, Ivory Coast. (Tel. 66-15 and 66-16.)

DENMARK – Mr. C. B. B. Heathcote-Smith, C.B.E., H.M. Counsellor (Commercial) and Consul-General, British Embassy, 40 Kastelsvej, COPENHAGEN Ø. (Tel. Tria 6360.)

DOMINICAN REPUBLIC – Mr. S. F. Campbell, First Secretary and Consul, British Embassy, No. 84 Avenida Independencia, SANTO DOMINGO. (Tel. 2-3128 and 2-3129.)

ECUADOR – Mr. R. T. Anthony, Commercial Secretary and Vice Consul, British Embassy, Gonzalez Suarez 111, QUITO. Casilla 314 (for correspondence); opposite Hotel Quito (for visitors). (Tel. 30070/1/2/3/4.)

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ALEXANDRIA (C.G.) – Mr. J. W. Wall, C.M.G., H.M. Consul-General, British Consulate-General, Rue Iskander el-Akbar No. 3, (Tel. 21246, 21247, 21248.)

EL SALVADOR – Mr. D. W. M. Pierotti, First Secretary and Consul, British Embassy, 13a Avenida Norte (Continuacion), Colonia Duenas, SAN SALVADOR. (Tel. 2667.) For correspondence: Embajada Britanica, Apartado 601, SAN SALVADOR.

ETHIOPIA – Mr. N. G. S. Beckett, First Secretary (Commercial), British Embassy, Commercial Department, Premjee Building, Churchill Road, P.O. Box 858, ADDIS ABABA. (Tel. 11912 or 13050/7.)

ERITREA (C.) – Mr. J. K. Reuterdhal, O.B.E., H.M. Consul, British Consulate, Shoa Banin Building, Av. Haile Selassie, 1, P.O. Box 254, ASMARA. (Tel. 846-7.)

FINLAND – Mr. P. D. Stobart, M.B.E., H.M. Counsellor (Commercial), British Embassy, Korkeavuorenkatu 34, HELSINKI. (Tel. 12574-32826.)

FORMOSA – Mr. J. B. Weymes, H.M. Deputy Consul, British Consulate, Chung Cheng Road, TAMSUI. (Tel. 2.)

TAIPEI (C) – H.M. Consul, British Consulate, 289 Chung An West Road, TAIPEI. (Tel. 42040.)

FRANCE – Mr. F. C. Everson, C.M.G., H.M. Minister (Economic), British Embassy, 35 Rue du Faubourg St. Honore, PARIS, 8e. (Tel. Anjou 2710-2714; 0620-0624.)

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BORDEAUX (C.) – 15 Cours de Verdun. (Tel. 52-28-35, 52-28-36.)

CALAIS (V.C.) – 9-11 Rue Felix Cadras. (Tel. 34.45.48.)

LE HAVRE (C.) – 9 Quai George V. (Tel. 42.27.47.)

LILLE (C.) – 29 Rue Esquermoise, Boite Postale No. 16 (Bourse). (Tel. 57.01.77.)

LYONS (C.G.) – 15 Quai General Sarrail Lyons (Rhone). (Tel. 24.31.53/24.57.38.)

MARSEILLES (C.G.) – 1 Rue d'Arcole. (Tel. Dragon 37.41.85/37.41.86/37.05.15.)

STRASBOURG (C.G.) – 5 Avenue de la Paix, B.P. 42. (Tel. 35.00.57.) (35.27.40.)

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BERLIN (C.G.) – Uhlandstrasse 7-8, Charlottenburg 2, Berlin 12, (Tel. 935293-6.)

DUSSELDORF (C.G.) – Cecilienallee 16. (Tel. 434281-5.)

FRANKFURT (C.G.) – Zeppelinallee 47. (Tel. 773251-55.)

HAMBURG (C.G.) – Harvestehuderweg 8a. (Tel. 451351.)

HANOVER (C.G.) – Aegidientorplatz 1 (First Floor), (Tel. 26451.)

MUNICH (C.G.) – Akademiestrasse 7-9. (Tel. 338245/6/7.)

STUTTGART (C.G.) – Konigstrasse 45, (Tel. 293216/7, 293566.)

GHANA – Mr. S. J. Gross, The Principal British Trade Commissioner in Ghana, Barclays Bank Building, High Street, ACCRA, (Postal address: P.O. Box 2649, Accra.) ('Tradcom, Accra.') (Tel. 64651.)

GREECE – Mr. R. A. Sykes, M.C., H.M. Counsellor (Commercial) British Embassy, Gennadiou 4, ATHENS, 140. (Tel. 710621/2/3.)

PIRAEUS (V.C.) – 24 Akti Possidonos. (Tel. 41-345.)

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GUATEMALA – Mr. P. W. J. Buxton, H.M. Consul, British Consulate, 11 Calle No. 3-27, P.O. 8, GUATEMALA CITY. (Tel. 24604, 27305, 21463.)

GUINEA – Mr. F. J. Clough, Third Secretary (Commercial), British Embassy, 2eme Avenue (au 3eme Boulevard), Boite Postale 104, CONAKRY. (Tel. 28-26.)

HAITI – Mr. H. Niblock, H.M. Charge d'Affaires ad int., First Secretary and Consul, British Embassy, Avenue Christophe/Rue Marcelin, P.O. Box 1302, PORT-AU-PRINCE. (Tel. 3488.)

HONDURAS, REPUBLIC OF – Mr. R. F. C. Hall, First Secretary and Consul, British Embassy, P.O. Box 290, 'Villa Lourdes', Avenida La Paz, TEGUCIGALPA. (Tel. 1357.)

HONG KONG – The British Trade Commissioner, P.O. Box 528, 1037-1040, 10th Floor, Alexandra House, HONG KONG, ('Uktrade, Hong Kong.') (Tel. 36086/7.)

HUNGARY – Mr. K. G. W. Frost, Second Secretary (Commercial), British Legation, 6 Harmincad Utca, BUDAPEST V. (Tel. 182-880).

ICELAND – Mr. A. F. Comfort, First Secretary and Consul, British Embassy, Laufasvegur 49, REYKJAVIK. (Tel. 15883-4.)

INDIA – Mr. H. Bailey, C.M.G., The Senior British Trade Commissioner in India, Chanakyapuri, New Delhi 21. ('Tradcom, New Delhi'.) (Tel. New Delhi 30171, 20 lines.)

DELHI – Mr. R. Fell, The British Trade Commissioner, Chanakyapuri, New Delhi 21. ('Tradcom, New Delhi') (Tel. New Delhi 30171, 20 lines.)

CALCUTTA – Mr. D. J. Hack, The Principal British Trade Commissioner, P.O. Box 9077, 1 Harrington Street, Calcutta, 16. ('Tradcom, Calcutta.') (Tel. 44-5171.)

BOMBAY – Mr. A. Wooller, The Principal British Trade Commissioner, P.O. Box 815, Mercantile Bank Buildings, Mahatma Gandhi Road, Fort, Bombay, 1. ('Tradcom, Bombay.') (Tel. 255391 to 255396.)

MADRAS – Mr. F. F. D. Ward, M.B.E., The British Trade Commissioner, P.O. Box 1575, 6 Armenian Street, Madras, 1. ('Britracom, Madras.') (Tel. 23941.)

INDONESIA – Mr. H. J. Bowe, First Secretary (Commercial), British Embassy, DJAKARTA.

MEDAN (C.) – No. 18 Djalan Djakarta, P.O. Box No. 163. (Tel. 2050.)

SURABAYA (C.) – c/o Maclaine, Watson and Co., 15 Djalan Djambatan Merah, P.O. Box 118. (Tel. Utara 1161 and 2953.)

[All commercial inquiries should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4.]

IRAN – Mr. D. H. Clibborn, H.M. Counsellor (Commercial), British Embassy, Avenue Firdausi, TEHERAN. (Tel. 45011 to 45014 and 45017.)

KHORRAMSHAHR (C.) – Mr. J. G. Whittall, H. M. Consul, Avenue Pahlavi, Khorramshahr. (Tel. Khorramshahr 3144, 2873.)

IRAQ – Mr. A. K. Rothnie, H.M. Counsellor (Commercial), British Embassy, Sharia Salah Ud-Din, Karkh, BAGHDAD. (Tel. 32121.)

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ISRAEL – Mr. R. L. Wade-Gery, First Secretary (Commercial), British Embassy, 192 Hayarkon Street, TEL AVIV. (Tel. 220157/8/9.)
HAIFA (C.G.) – 5 St. Luke's Street, P.O. Box 1898. (Tel. 52226-8.)

ITALY – Mr. J. S. Rooke, C.M.G., O.B.E., H.M. Counsellor (Commercial), British Embassy, Villa Wolkonsky, Via Conte Rosso, 25, ROME. (Tel. 776551/1/2/3/4/5/6.)
MILAN (C. G.) – Mr. W. R. N. Maxwell, H.M. Consul (Commercial), British Consulate-General, Via Gabba la. (Tel. 862.490/2.)
FLORENCE (C.) – Palazzo Castelbarco, 2 Lungarno Corsini. (Tel. 284133 and 272594.)
GENOA (C.G.) – Via Fieschi 8-12. (Tel. 564. 833/4/5.)
MESSINA (V.C.) – Palazzo I.N.A., Via I Septembre 54. (Tel. 10135.)
NAPLES (C.G.) – 122 Via Francesco Crispi. (Tel. 382482, 385641.)
PALERMO (C.) – Palazzo Vassallo, Via Marchese di Villabianca. (Tel. 253364-253366.)
TURIN (C.) – Via Bogino 31. (Tel. 46908.)
VENICE (C.) – P.O. Box No. 469, Accademia 1051, Dorsoduro. (Tel. 27408, 27207.)

IVORY COAST – Mr. R. S. Faber, First Secretary and Consul, British Embassy, Immeuble L'Union Assurances, Avenue Chardy, ABIDJAN. Postal address: Boite Postale 2581, Abidjan. (Tel. 66-15 and 66-16.)

JAMAICA – Mr. J. N. McKelvie, The British Trade Commissioner in Jamaica, P.O. Box 393, Barclay's Bank Building, King Street, Kingston, JAMAICA. ('Britcom, Kingston.') (Tel. Kingston 22461/3.)

JAPAN – Mr. C. G. Harris, H.M. Counsellor (Commercial), British Embassy, 1 Ichibancho, Chiyoda-ku, TOKYO. (Tel. 331-555-1.)
OSAKA – Mr. M. D. W. McCann, H.M. Consul (Commercial), British Consulate-General, Hongkong Bank Building. 45, 4-chome, Awaji-cho, Higashi-ku. (Tel. 231-3355/7.)
YOKOHAMA (C.) – H.M. Consul, British Consulate, 3 Nihon-odori, Naka-ku. (Tel. 20-1570.)
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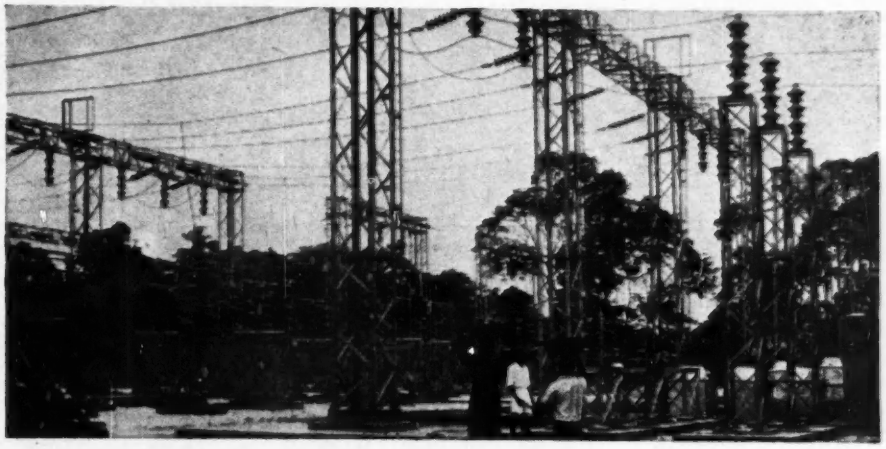

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VENEZUELA – Mr. K. D. Jamieson, H.M. Counsellor (Commercial), British Embassy, Apartado 1246 (for correspondence); 12th Floor, Avenida La Estancia No. 10, Ciudad Comercial Tamanaco Chuao (for visitors); CARACAS. (Tel. 33.83.55/59 and 32.32.16.)

VIETNAM – Mr. A. H. Morgan, Second, Secretary (Commercial), British Embassy, 25 Dailo Thong Nhut, SAIGON. (Tel. 23341-42.)

YUGOSLAVIA – Mr. C. N. Jupp, H.M. Counsellor (Economic/Commercial), British Embassy, 46 Ulica Prvog Maja, BELGRADE. (Tel. 23536.)

SPLIT (C.) – Ulica Titova Obala 5. (Tel. 2731.)

ZAGREB (C.G.) – Ulica Ilica 12. (Tel. 37627.) (For correspondence: Britanski Generalri Konzulat, Zagreb, C.2.)

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30, Mondays to Fridays. Tel. City 5757, Ext. 368, or Telex No. 25977. (Closed at 2.30 p.m. on October 15, for one day only.)

(Continued on next page)

British Trade Correspondents

TRADE CORRESPONDENTS generally give part-time service to the Board of Trade. Often they are Colonial Civil Servants who have been selected to act in this capacity in addition to their normal duties; in certain Commonwealth territories local businessmen undertake these functions. The extent to which British Trade Correspondents can assist British businessmen is, therefore, limited and it is advisable to address inquiries to the Board of Trade initially rather than write direct to Trade Correspondents, who may not always be in a position to provide an answer.

ADEN: The Trade Officer, Ministry of Commerce & Industry, P.O. Box 5013, Maala, Aden. (Tel. 4848/9.)

AFRICA, SOUTH WEST: Mr. M. A. Isaacson, P.O. Box 85, Windhoek, South West Africa.

ANTIGUA: Collector of Customs, Antigua.

BAHAMAS: Mr. John N. Hedden, British Trade Correspondent in the Bahamas, P.O. Box 281, Nassau, New Providence, Bahamas. (Tel. 95581 and 6274.)

BARBADOS: Comptroller of Customs, Bridgetown.

BASUTOLAND: The Deputy Resident Commissioner and Government Secretary, Maseru.

BERMUDA: Mr. Robt. C. Law, c/o Visitors' Advice Bureau, Hamilton. (Tel. 1-2038.)

BRITISH HONDURAS: The Principal Secretary, Ministry of Natural Resources, Commerce & Industry, Belize.

BRUNEI: The Controller of Customs, Brunei.

DOMINICA: The Principal Secretary, Ministry of Trade and Production, Roseau, Dominica.

FALKLAND ISLANDS: The Colonial Secretary, Stanley.

FIJI: Commerce and Industries Officer, The Secretariat, Victoria Parade. G.P.O. 2018, Suva.

GAMBIA: The Financial Secretary, The Secretariat, Bathurst.

GIBRALTAR: Mr. J. D. Bates, C.M.G., C.V.O., The Chief Secretary, Government Secretariat, Gibraltar. (Tel. A.500.)

GILBERT AND ELLICE ISLANDS COLONY: The Accountant-General, Tarawa, Gilbert Islands.

GRENADA: The Financial Secretary, Grenada.

GUIANA, BRITISH: The Comptroller of Customs, Georgetown.

MALTA: The Director of Industrial Development, Department of Trade and Industry, 9 Merchants Street, Valetta. (Tradevelop, Valetta, Malta.) (Tel. Central 24411.)

MAURITIUS: The Comptroller of Customs, H.M. Customs, Port Louis, Mauritius.

MONTSERRAT: The Treasurer, Montserrat.

NEWFOUNDLAND: Mr. H. T. Renouf, 10 Forest Avenue, St. John's, Newfoundland.

NEW HEBRIDES: The Resident Commissioner, Vila, New Hebrides.

SAMOA: Mr. P. W. H. Kelly, c/o Western Samoa Trust Estate Corporation, P.O. Box 181, Apia, Western Samoa.

SEYCHELLES: The Director of Tourism and Information, Queen's Building, Victoria, Mahe, Seychelles.

ST. HELENA: The Collector of Customs, St. Helena.

ST. KITTS-NEVIS, ANGUILLA: Controller of Customs, Customs Department, Basseterre, St. Kitts.

ST. LUCIA: The Permanent Secretary, Ministry of Finance, St. Lucia.

ST. VINCENT: The Collector of Customs and Excise, St. Vincent.

SOLOMON ISLANDS, BRITISH PROTECTORATE: Collector of Customs, Box 119, Honiara, Guadalcanal, Western Pacific.

TASMANIA: Mr. O. W. Hawkins, M.B.E., 'Old Bell' Chambers, 148 Elizabeth Street, Hobart.

TONGA: British Commissioner and Consul, H.B.M's. Agency and Consulate, Tonga.

VIRGIN ISLANDS: The Administrator, Tortola.

ZANZIBAR: Mr. G. R. Coates, M.B.E., Comptroller of Customs, H.M. Customs, P.O. Box 161, Zanzibar.

Regional Organisation of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it, the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below.

Northern Region
Clarendon House, Clayton Street West, Newcastle-upon-Tyne, 1. (Tel. Newcastle 27550. Code: ONE 2. 27550. Telex No. 53178.)
R. Wood.

Yorkshire and Lincolnshire Region
Pearl Chambers, East Parade, Leeds, 1. (Tel. Leeds 31761. Code: OLE 2. 31761. Telex No. 55265.)
E. Atherton.

Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. TATe 4355. Telex No. 25991.)
D. A. Wilson, C.B.E.

London and South Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. TATe 4355. Telex No. 25991.)
Barry Kay, C.B.E.

South Western Region
Government Buildings, Burghill Road, Westbury-on-Trym, Bristol. (Tel. Bristol 62-2851. Code: OBR 2. 62-2851. Telex No. 44214.)
M. Weber.

Wales
Government Buildings, Gabalfa, Cardiff. (Tel. Cardiff 62151. Code: OCA 2. 62151. Telex No. 49267.)
R. W. Daniel, C.B.E.

Midland Region
Somerset House, 37 Temple Street, Birmingham, 2. (Tel. Birmingham Midland 8221. Code: 021. MID 8221. Telex No. 33702.)
P. J. L. Homan.

North Western Region
76 Newton Street, Manchester 1 (Tel. Manchester Central 2171. Code: 061. CEN 2171. Telex No. 66104.)
R. J. Forbes, C.B.E.

Scotland
40 George Street, Glasgow. C.1. (Tel. Glasgow Bell 4455. Code: 041. BEL 4455. Telex No. 77583.) District Office: 29a High Street, Inverness (Tel. Inverness 31998. Code OIN 3. 31998.)
C. J. A. Whitehouse, O.B.E.

Northern Ireland
Ministry of Commerce (Northern Ireland), Chichester House, Chichester Street, Belfast. (Tel. Belfast 28271. Code: OBE 2. 28271. Telex No. 74578.)
H. E. Jones, C.B.E.

This list is prepared by Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 463.)

LETTERS OF APPRECIATION

How official services help U.K. exporters

The letters quoted below have been sent by United Kingdom businessmen to home or overseas officers expressing appreciation for their assistance in furthering export business. A list of British commercial representatives overseas appears in this supplement.

UNITED STATES AND CANADA

I am writing to thank you for all the assistance which you and your colleagues, not only in this country, but throughout the United States and Canada, gave myself and Mr. C. Austin on our recent trip to North America.

I might say that without all their assistance our job would have been more difficult and would have been far more lengthy. Should you have an opportunity to record my appreciation to those who assisted us on our business trip I should be extremely grateful if you would do so.

Needless to say I will not hesitate to call upon your assistance in the future.

Stylo Shoes Limited, Leeds

SOUTH KOREA AND PHILIPPINES

I have just returned from a visit to South Korea and the Philippine Islands and would like to register my appreciation at the way I was received by your Commercial Departments in both countries, with the result that I was able to pack more into the short time at my disposal than I had considered possible.

Robert Hudson (Raletrux) Limited, Leeds

AUCKLAND

We are in the process of concluding our arrangements with . . . . . and are pleased to advise you that following your introduction we are in close touch with . . . . . where arrangements have been made for us to investigate more thoroughly the possibility of doing business together. Much appreciating your kind help in this matter.

W. Fearnehough Ltd., Sheffield

BERNE

We are most grateful for your speedy response to our letter and for the quality of your contribution. This will be of immense help in determining our effort and, but for your ready assistance, we might have made many of the mistakes so usual without this kind of knowledge.

Stanley D. Dickson, Sheffield

Thank you very much for your letter together with the most useful maps and the reports on certain of the Swiss co-operative Societies. The information you have provided is invaluable to our members interested in the Swiss market.

The Agricultural Engineers Association Limited, London

CASABLANCA

I would like to thank your Consulate for the assistance given to me during my recent visit to Casablanca.

My visit provided a lot of information and trading contacts. Furthermore, I hope that from it we shall be able to decide on an agent.

Charles Shelton, Chelmsford

We would refer to your letter incorporating a list of importers and stockists in Casablanca.

We expect to find the information you have given us very helpful in the export of our electronic locking equipment and we thank you for your trouble in this matter.

Brockhouse (Trading Facilities) Limited, West Bromwich

AUSTRALIA

I would like to thank your department for the invaluable assistance given me both at home and overseas during my recent tour.

In Australia, particularly, my work was made relatively easy by your representatives. In each case – Sydney, Melbourne and Brisbane, the Trade Commissioner is in possessession of all the facts relating to my visit and also to the agents engaged'.

Denis Ferranti Meters Limited, Bangor, North Wales

BEIRUT

We thank you for your letter. The information contained has proved most useful and enabled us to come to a definite conclusion as regards establishing an agency there.

Durapipe & Fittings Limited, London

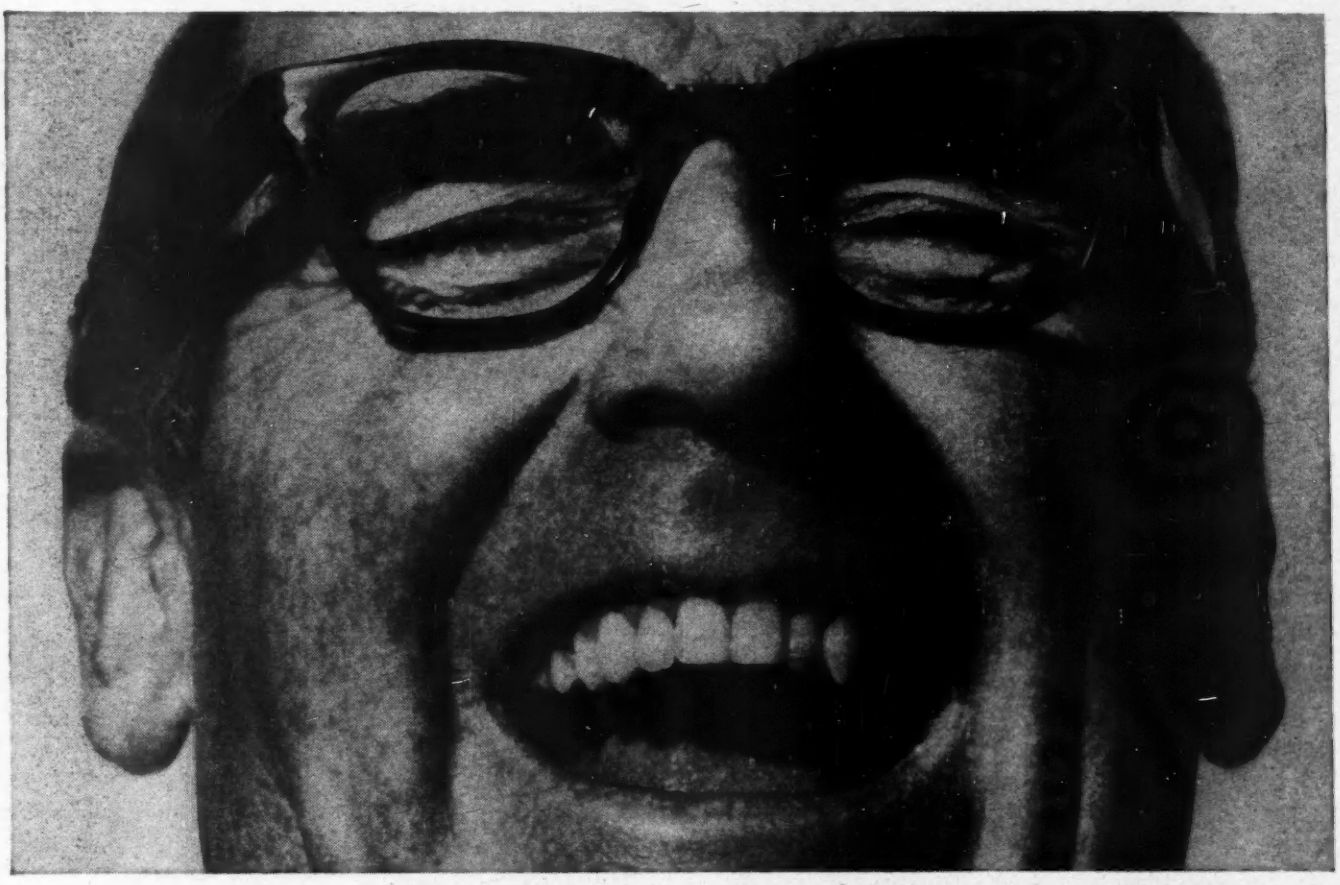
TANGIER

Thank you for your letter. I am grateful for your frank report and will follow up your introduction.

Vickers-Armstrongs (Engineers) Ltd., Radiation Division, Swindon

Visitors at Zurich

A feature of the successful British Fortnight in Zurich, which ended on September 14, was a programme of visits by prominent businessmen from neighbouring countries. Dr. Schneider (second left), President of the Federation of German Chambers of Commerce, is seen here with Sir John Roberts (second right), H.M. Ambassador in Bonn, at the display of British wool textiles held in the Globus Department Store. Also seen are (left to right): Mr. D. A. Robinson, Continental Promotion Manager, National Wool Textile Export Corporation; Dr. Schneider; Mr. Peter Smithers, Parliamentary Under-Secretary, Foreign Office; Sir William McFadzean, Chairman, Export Council for Europe; Sir John Roberts; and Herr Senn, sales director of Globus.



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**Client's dealings with ECGD are naturally confidential; the face is therefore changed, but not the facts.*

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South London: MONarch 4581
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Bristol: Bristol 22011
Cardiff: Cardiff 29657
Edinburgh: CALedonian 3004
Glasgow: Glasgow, CENtral 3056
Leeds: Leeds 30082
Liverpool: Liverpool CENt. 5756
Manchester: Manchester, BLAckfriars 6236
Newcastle-upon-Tyne: Newcastle-upon-Tyne 29638
Nottingham: Nottingham 46565
Sheffield: Sheffield 29151

LONDON HEAD OFFICE: MONarch 6699

EXPORT WITH AN EASY MIND

ECGD

EXPORT CREDITS GUARANTEE DEPARTMENT

CRC 62 C

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date Last Published	Date Next Published
Outside Europe	*Oct. 4*	*Jan. 3*
Europe	*Sept. 6*	*Dec. 6*
United Kingdom	*Aug. 2*	*Nov. 1*

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 3096, Europe; 3097 United Kingdom and outside Europe) will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Publicity and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

** indicates fair which is held annually at approximately the time stated.*

† indicates fair which is held alternate years at approximately the time stated.

Amendments and Additions to Classified Lists

The fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on October 4, September 6 and August 2 respectively.

OUTSIDE EUROPE

ADDITION

TORONTO: THE FALL GIFT SHOW – September 28 – October 1, 1964.

* Apply: National Gift Shows, Seccombe House, 443, Mount Pleasant Road, Toronto 7, Ontario.

EUROPE

AMENDMENTS:

The Board of Trade have been advised that the German Aviation Exhibition will be held at Hanover from April 24 – May 3, 1964 and not April 26 – May 5, 1964, as previously shown in the *Board of Trade Journal* of July 20, 1962, and subsequent issues.

Mr. C. C. B. Stewart, British Charge d'Affaires in Copenhagen, making the opening speech at an exhibition of more than 800 Oxford University Press books held at the Erik Paludan bookshop from September 16 to 23. Also seen at the opening ceremony are Mr. Andre Nicolet (extreme right), First Librarian at the Royal Library, Copenhagen, and Mr. Nigel Sisson (extreme left), OUP representative. A reception to launch the exhibition was attended by librarians, university teachers, and other specialists.

The Board of Trade have been advised that the International Trade Fair will be held in Paris from May 16 – June 1, 1964, and not May 16 – 28, 1964, as previously shown in the *Board of Trade Journal* of May 31, 1963, and subsequent issues.

ADDITION:

SAARBRUCKEN: 15TH INTERNATIONAL SAAR FAIR – April 11 – 20, 1964.

* Apply, Messeleitung: Saarbrücken, Messegelände, Am Schanzenberg.

UNITED KINGDOM

ADDITIONS:

LONDON: JUNIOR FASHION FAIR – April 27 – 30, 1964.

* At New Horticultural Hall, Vincent Square, S.W.1. Apply: National Children's Wear Association, 40/42, Oxford Street, London, W.1. (Tel: Museum 1833/4.)

LONDON: FOOTWEAR COMPONENTS EXHIBITION – May 29-June 3, 1964.

* At Washington Hotel, Curzon Street, W.1. Apply: Mr. R. G. Bowey, 6, Pembroke House, Upperton Road, Eastbourne, Sussex.

HARROGATE: THE GREAT YORKSHIRE SHOW – July 14-16, 1964.

* At Permanent Showground Site – Apply F. M. Baldwin, Esq., M.B.E., B.Sc., Yorkshire Agricultural Society, Cliftonfield, Shipton Road, York.

Overseas exhibitors at bakery Fair

THE 46th International Bakers' and Confectioners' exhibition was held in the National and Empire halls of Olympia, London from September 28 to October 3. Some 130 exhibitors, including a number from the United States, Germany, Holland, Sweden, Switzerland, Italy and Japan occupied more than 95,000 square feet of space which featured the industry's services and machinery.

Among the features which attracted interest at the show were the International Union of Confectioners' Conference, the National Association of Master Bakers' model bakery and shop and the wide range of bread and confectionery competitions.

TRADE FAIRS GUIDE

A fourth edition of the booklet 'Trade Fairs Help Exports – Hints for the Small Exhibitor' has been produced by the Board of Trade for the guidance of small firms contemplating exhibiting overseas for the first time. The booklet explains the purposes of exhibiting and gives guidance on the choice of fairs, the organization of exhibits and on official assistance available to the British exhibitor. It also lists major specialized fairs overseas. Copies can be obtained free of charge from any Board of Trade Regional Office or from Export Publicity and Fairs Branch, Board of Trade, Horse Guards Avenue, London, S.W.1. (Reference: G.D. 1361/62.)

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THIS BOOKLET entitled "New Business in Australia" has been specially compiled to assist companies considering the extension of their activities to Australia. Its contents include information on such questions as Company Law, Taxation, Import and Export Controls, Patents, Trade Marks, Finance etc. Copies of the booklet are available at any of our Offices. Please call, write or telephone. We are equipped to furnish any further information and details desired.

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Overseas Trade and Exports

United Kingdom and Roumania

A NEW FIVE-YEAR Trade Arrangement was signed in Bucharest on September 27, 1963. The new arrangement replaces the three-year Trade Arrangement which expired on September 30, 1963.

As in the past, the new arrangement provides for the establishment of annual quotas for trade in each direction. Details of the quotas for the year October 1 to September 30, 1964, are set out below. The total value of the quotas remains virtually the same as last year, but there have been a number of changes in individual items to reflect, in the light of experience during the past three years, the possibilities for trade more closely.

The quota lists make provision for Roumanian purchases of just over £6¼ million of British goods, including complete factories, plant and machinery; chemicals and associated products such as paints, pigments and dyestuffs; rubber products; textiles and fibres and yarns both natural and man-made; iron and steel products; electrical and electronic equipment; motor vehicles; scientific and industrial instruments and foodstuffs.

The quota lists also make provision for the British import of Roumanian goods to a value of about £5¼ million. This is additional to trade in goods which can, under British import licensing regulations, be imported from Roumania and other countries without a specific import licence. Details of quota lists are given below:

ANNEX A: ROUMANIAN GOODS FOR IMPORT INTO THE UNITED KINGDOM DURING THE PERIOD OCTOBER 1 1963 TO SEPTEMBER 30 1964

Item No.	Description	Value (£'000) or Quantity
1	Clover seeds (in accordance with United Kingdom Government quality standards)	100
2	Meat	p.m.
3	Horsemeat	400
4	Meat products (ham, fat pork and bacon)	p.m.
5	Canned pork and beef	p.m.
6	Animal organs	p.m.
7	Salami	10
8	Game and venison	p.m.
9	Poultry	p.m.
10	Fully cooked poultry (including canned boneless poultry)	25
11	Rabbit meat	30
12	Spaghetti, macaroni, noodles and vermicelli	20
13	Fresh vegetables, excluding onions, garlic, potatoes and tomatoes	40
14	Onions and garlic (of which not more than £20,000 for onions of which no imports will be allowed between August 1 and November 30)	35
15	Fresh tomatoes	5
16	Tomato puree	100
17	Canned tomatoes	90
18	Canned vegetables (other than tomatoes) of which not more than £13,000 for peas, beans and carrots	80
19	Cucumbers, pickled or in brine (other than cucumbers in brine, in casks or barrels)	20
20	Pickled paprika	20
21	Dehydrated vegetables	20
22	Frozen vegetables (excluding peas)	5
23	Fresh fruit (of which not more than 60 tons for apples and pears of which not more than 15 tons to be imported between July 1 and December 31)	30
24	Grapes	30
25	Dried fruit	40
26	Tomato juice, fruit juices and syrups	50
27	Canned fruit (of which not more than £2,500 for strawberry, raspberry, apple and plum)	70
28	Frozen fruit	5
29	Fruit pulp, excluding pulp of strawberry and raspberry	1,000 tons
30	Jams and jellies (of which not more than 800 tons in strawberry, raspberry, blackcurrant and plum	1,000 tons
31	Wine	300
32	Other alcoholic beverages	50
33	Walnuts and walnut kernels	100
34	Sturgeon, fresh, frozen, salted or smoked	20
35	Canned fish	10
36	Caviare and frogs' legs	25
37	Butter	315 tons
38	Honey	100
39	Dried mushrooms	20
40	Sugar confectionery	60
41	Cheese	25
42	Synthetic rubber	20
43	Beech cases and parts	100
44	Softwood cases and parts	p.m.
45	Wooden barrels and parts	50
46	Wooden furniture and parts	175
47	Wicker-work furniture	10
48	Bentwood chairs and parts	200
49	Wooden school requisites (other than pencils)	40
50	Wooden sports goods (other than fishing tackle)	5
51	Wooden boats	10
52	Wooden musical instruments, accessories and parts	30
53	Domestic woodware including toothpicks	10
54	Beech dowels	5
55	Wooden articles for the textile industry	10
56	School exercise books	5
57	Cardboard boxes, labels and stationery	5
58	Paper bags and paper sacks	20
59	Paper and paper board manufactures not elsewhere specified	25
60	Calcium carbide	150
61	P.V.C. and P.V.C. products	30
62	Chemicals (subject to type)	100
63	Pharmaceutical chemicals (subject to type)	120
64	Toilet preparations	20
65	Tractors	50
66	Complete installations and industrial equipment	100
67	Road and building machinery	50
68	Machine tools	20
69	Electrotechnical products including electric motors	100
70	Electric wires and cables	10
71	Aluminium oxide	10
72	Marble	20
73	Mechanically drawn window glass	50
74	Domestic glassware, undecorated or decorated (of which not more than £20,000 for cut and decorated glassware by etching, engraving or intaglio and gold enamel)	60
75	Tableware (of china, porcelain and earthenware)	5
76	Cotton and man-made fibre fabrics (of which not more than £30,000 for cotton)	100
77	Silk fabrics	10
78	Hosiery and knitwear (other than gloves)	110
79	Leather clothing	50
80	Leather gloves	20
81	Other clothing, excluding fur clothing and clothing containing lace or lace net (of which not more than £70,000 for cotton clothing)	105

(*Continued on next page*)

ANNEX A, continued

Item No.	Description	Value (£'000) or Quantity
82	Flax and hemp manufactures (of which not more than £10,000 for linen)	20
83	Footwear, with uppers of leather	400
84	Cement	50
85	Carpets and rugs (of which not more than £100,000 for carpets of a c.i.f. value of less than £5 per square yard)	200
86	Handicrafts (textiles other than clothing)	20
87	Handicrafts (wooden and ceramic)	10
88	Toys	20
89	Christmas tree decorations	10
90	Leather articles	15
91	Shopping bags, baskets and other articles of vegetable fibres, plastic and other plaiting materials (of which not more than £1,500 for willow, cane and wicker)	50
92	Books and periodicals	20
93	Matches	10
94	Gramophone records	10
95	Ball bearings	20
96	Rubber tyres and tubes	20
97	Bicycles	5
98	Sewing machines	10
99	Miscellaneous goods, including, but not limited to: Musical scores; Magnetic tape; Stamps; Pictures and prints	125
100	Tobacco leaves	50*
101	Chipboard	150*
102	Bleached cellulose made of rush	500*
103	Films	20*

p.m. = pro memoria.
* Goods under Open General Licence.

ANNEX B: UNITED KINGDOM GOODS FOR IMPORT INTO ROUMANIA DURING THE PERIOD OCTOBER 1 1963 TO SEPTEMBER 30 1964

Item No.	Description	Value £'000
1	Pedigree livestock	30
2	Dairy products, including nisin	10
3	Fish of all descriptions, fresh, frozen, salted or smoked	10
4	Miscellaneous foodstuffs of United Kingdom origin or manufacture (including but not limited to, coffee extracts and essences and chocolate)	30
5	Whisky and other potable spirits	15
6	Wool tops, noils and waste	500
7	Cod liver oil	15
8	Vegetable oils	p.m.
9	Essential oils and flavouring essences	10
10	Toilet preparations and aromatic materials	5
11	Chemicals, including but not limited to, pharmaceutical chemicals and goods (including dressings), dyestuffs, paints and pigments, enamel colours for glass and pottery, liquid gold, liquid platinum and lustres, gelatine, glue and size, plastic materials (including sheeting and transparent cellulose film), catalysts, fatty alcohols, stearine, oleine and other fatty acids, 85% magnesia or calcium silicate insulation, nickel compounds and lead alkyl compounds, magnesium chemicals (including light magnesium oxide, light magnesium carbonate and magnesium hydroxide)	400
12	Leather, and dressed furs and manufactures thereof (other than clothing)	5
13	Rubber products, including but not limited to, tyres and tubes, covered and uncovered rubber thread, synthetic rubber, and surgical rubber goods	100
14	Veneers of exotic woods	10
15	Wool yarns	20
16	Woollen piece-goods	50
17	Cotton yarns and cotton and man-made fibre piece-goods	50
18	Man-made fibres	110
19	Man-made fibre yarns and threads, including non-tarnishing metallic yarns	75
20	Linen and silk yarns and threads and manufactures thereof	p.m.
21	Lace and lace net	10
22	Leathercloth and table oil baize	p.m.
23	Cordage, cables, ropes and twine	20
24	Nets and netting	p.m.
25	Tyre cord and tyre cord fabric	500
26	Refractory materials, not elsewhere specified, including refractory construction materials	10
27	Electric carbons	15
28	Asbestos manufactures (excluding asbestos cement goods and brake and clutch linings)	80
29	Abrasives of all kinds, including those used for glass grinding	10
30	Aluminium foil	5
31	Semi-fabricated non-ferrous metals, not elsewhere specified, including aluminium blocks	40
32	Safety razors and safety razor blades	10
33	Resistance welding and brazing alloys	10
34	Engineers' small tools, portable power tools and hand tools	30
35	Factories, plants, machinery, including but not limited to machine tools, contractors' plant, printing and allied machinery and equipment (including engraving plates therefor), glass working machinery, brick, tile and pottery machinery, boot and shoe, leather-working and tanning machinery, pulp and paper machinery, textile machinery including sewing machines, chemical and oil refining plant, plastic and rubber working machinery, food and drink preparing machinery, packaging machinery, mechanical handling equipment, heavy electrical equipment, office machinery including data processing equipment, weighing machinery, tobacco machinery, brush making machinery	3,000
36	Iron and steel (including pipes and tubes, plates, sheet, tinplate, reinforcing bars, drawn high-speed steel, soft black steel wire, cold-rolled strip)	400
37	Internal combustion engines (excluding those for motor vehicles), engine-driven generating sets, pumps and compressors and valves therefor	50
38	Agricultural machinery, including tractors and horticultural machinery and dairy machinery	80
39	Radar, radio and television apparatus including valves and components, and tape recording equipment	100
40	Electro medical apparatus and X-ray equipment	10
41	Electric cables, wires, strips and strands	50
42	Electric railway locomotives	p.m.
43	Motor cars, commercial vehicles and automotive internal combustion engines and parts and accessories therefor	135
44	Aircraft, aero-engines and aircraft equipment	p.m.
45	Clothing (including knitwear), headwear and footwear	25
46	Scientific and industrial instruments, gauges and measuring instruments, ophthalmic and optical goods, photographic and cinematographic equipment, medical, surgical, dental and veterinary instruments, equipment and appliances and other dental goods (including artificial teeth); and hearing aids	150
47	Photographic sensitized material and photographic chemicals packed for retail trade	5
48	Exposed cinematograph film	20

Item No.	Description	Value £'000
49	Books and periodicals	20
50	High purity metals and spectragraphically standardized substances	10
51	Miscellaneous goods, including but not limited to: Gramophone records, both for teaching and for entertainment, recording tapes and recording blanks; Musical instruments and pianos; Sports goods, toys and games; Lanolin; Stationery and office requisites; Pictures and prints; Artists' colours; Various papers; Bicycles, motor cycles and parts therefor; Clocks and watches; Polishes; Domestic electrical appliances; Self-adhesive tapes; Mechanical lighters; Cutlery and flatware; Hollow-ware	100

p.m. = pro memoria.

Other trade and financial arrangements:

EEC-Iran trade agreement initialled

A TRADE AGREEMENT between the European Economic Community and Iran was initialled on September 25 in Brussels. According to information provided by the Commission of the EEC, the agreement will probably be signed in mid-October and if so will come into force on January 1, 1964. The agreement has been concluded for three years and may be extended for a period of one year renewable by common consent.

This is the first trade agreement negotiated by the Community by virtue of Articles 111 and 114 of the Treaty of Rome. It does not embody the concept of a customs union nor or technical assistance from the Community.

The tariff content of the agreement mainly provides for temporary reductions of the Common Tariff and a tariff quota, which is also non-discriminatory, for certain products of particular export importance to Iran.

The measures provided for are as follows:

Tariff Heading	Description of Goods	Common Tariff
58.01	Carpets, carpeting and rugs, knotted (made up or not): A. Of sheep's or lambs' wool or of fine animal hair	*Ad valorem*. The duty remains at 32%; the maximum charge of 5 U.C. (a) per sq. metre, is temporarily reduced to 4·5 U.C. (a).
08.04	Grapes, fresh or dried: B. Dried	Temporarily reduced to 7·2%.
08.12	Fruit, dried, other than that falling within heading No. 08.01, 08.02, 08.03, 08.04 or 08.05: A. Apricots	Temporarily reduced to 7%.
16.04	Prepared or preserved fish, including caviare and caviare substitutes: A. Caviare and caviare substitutes: Sturgeon's eggs	Temporarily reduced to 24%.

(a) U.C. = Unite de Compte (present value 1 U.S. dollar).

The Community will also open an annual quota for dried grapes, equal to 15 per cent of the imports of this product from all non-member and non-associated states, for which the duty under the Common Tariff will be temporarily reduced to 2 per cent. It will be for the member stages to adjust their national tariffs towards this 2 per cent level in accordance with the EEC procedure for moves towards the Common Tariff.

When the agreement enters into force a joint committee of representatives of the Community and of the Iranian Government will be set up. This Committee will watch over the implementation of the agreement, observe the trend of trade between the Community and Iran and make any appropriate suggestions for improving this trade.

OECD draft double taxation convention

INTERNATIONAL double taxation, which the OECD say may be generally defined as the imposition of comparable taxes in two or more states on the same taxpayer in respect of the same subject matter and in relation to an identical period, has been studied by the Fiscal Committee of the OECD. They set out to establish a series of articles that could be easily interpreted and applied in spite of the differences in national taxation laws and economic interests. The OECD has now issued a draft convention on the avoidance of double taxation with respect to taxes on incomes and capital. In an introductory report the Fiscal Committee emphasizes that by the uniformity of the solutions proposed and the resulting stability in the fiscal situation of taxpayers, the adoption of the draft convention in future bilateral conventions will substantially reduce the fiscal obstacles to the development of the exchange of goods and services, capital and persons between the OECD member countries.

The report, 'Draft Double Taxation Convention on Income and Capital', consists of 30 articles dealing with all aspects of the subject, including definitions of persons and taxes covered by the convention, rules attributing the right to tax in respect of various types of income for which detailed provisions are necessary, and procedures for operating the provisions of the convention. Each article has a detailed commentary designed to illustrate or interpret the provisions.

The OECD claim that by means of these articles and the recommendations of the OECD Council a further advance has been made in the extension and harmonization of the bilateral conventions between the member countries. The report points out that certain groups of member countries bound to one another by particular regional agreements ought to be able to study the possibility of concluding among themselves multilateral conventions on the basis of this draft convention. On July 30, the OECD Council made a recommendation to this effect to the member countries concerned, and also recommended that they should conform to the draft convention when revising existing bilateral conventions between them or concluding new ones. Copies: H.M. Stationery Office. Price 15s.

Turkey and Eastern Germany

THE TURKISH authorities have published a list of import and export quotas governing the exchange of goods between Turkey and Eastern Germany in the year ending June 30, 1964, in accordance with the Trade and Payments Agreement of April 28, 1955 between the Union of Chambers of Turkey and the East German Chamber for Foreign Trade.

The goods which it is proposed should be exported from Turkey to Eastern Germany include tobacco, raisins, hazelnuts, cotton and cotton piece-goods, nutmegs, citrus fruit and boracite.

In return, goods which it is proposed to export from Eastern Germany to Turkey include chemicals, unexposed films, plastics, synthetic rubber, paper and paperboard, artificial and synthetic fibres, tools, diesel and semi-diesel motors, machinery and mechanical appliances, electrical machinery and equipment, and vehicles.

All inquiries about this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35, Old Bailey, London, E.C.4. (Tel.: City 5757, Ext. 449.)

Brazil and Albania

THE BRITISH EMBASSY in Rio de Janeiro has reported that the trade and payments agreement between Brazil and Albania which was signed on June 10, 1961, has now been put into effect by a presidential decree dated August 13, 1963.

The agreement remains in force until 1965, and will be automatically continued thereafter, with three months notice of termination.

Quota lists annexed to the agreement provide for export to Brazil of Albanian crude naphtha, bitumen, chrome ore, fish preserves, carpets, and other goods, and for the import by Albania of Brazilian coffee, cotton, hides, vegetable oils, pharmaceuticals, and other goods.

Trade and Financial Arrangements, continued

Trade relations with Australia

AN IMPORTANT development in promoting economic ties between Australia and Britain was announced on October 4, when Sir Gilbert Laithwaite, deputy chairman United Kingdom Committee of the Federation of Commonwealth Chambers of Commerce issued the following statement from Sydney at the close of the discussions which had taken place between representatives of the United Kingdom Committee and of the Associated Chambers of Commerce of Australia and the manufacturers associations in Australia.

'Unanimous agreement on the need to promote closer economic ties between Australia and the United Kingdom was reached today in discussions between Australian and United Kingdom businessmen. The vital importance of the two economies to each other could not be taken for granted and needed to be actively fostered. It was agreed that suitable machinery already existed in the Federation of Commonwealth Chambers of Commerce to provide the necessary link.'

'It was accordingly recommended that the existing Australian Representative Committee of the Federation should be widened to embrace all major sectors of Australian commerce concerned with the furtherance of Commonwealth trade. It was further recommended that at the same time an Action Council would be formed specifically to promote United Kingdom-Australian trading relations and foster friendship and understanding between the business communities of both countries, an early start with this work was considered a matter of urgency. Similar steps will be taken in the United Kingdom so that the mutual interests of both countries can be actively advanced.'

Mr. Frederick Erroll, President of the Board of Trade, made the following statement: 'I welcome the proposal to set up, under the auspices of the Federation of Commonwealth Chambers of Commerce, Action Councils in Australia and Britain to promote United Kingdom-Australian trading relations and to foster friendship and understanding between the business communities of both countries. British-Australian trade is of major importance to the economies of both countries. We are Australia's biggest export market and she is our second biggest customer. I hope the new organization will strengthen and complement the close links which have existed for many years between our businessmen.'

Japan and El Salvador

A COMMERCIAL AGREEMENT between Japan and El Salvador was signed in Tokyo on July 19 by the Japanese Foreign Minister and the Minister of Economic Affairs of the Republic of El Salvador. Under this agreement Japan and El Salvador will grant each other most favoured nation treatment on customs tariffs, exports and imports, entry, sojourn, internal taxes, jurisdiction, property rights, business activities and shipping. The agreement will come into effect one month after the instruments of ratification are exchanged.

West Germany and Sierra Leone

ON SEPTEMBER 13, Mr. A. M. Margai, the Finance Minister of Sierra Leone, and Herr Lahr, State Secretary in the Federal German Foreign Ministry, signed an economic agreement, a shipping protocol and agreements on technical and financial aid. Under the latter the Federal Republic will provide a loan of DM 10 million for a road building project. Details of this are still under examination by the Reconstruction Loan Corporation.

Italy and Lebanon

THE ITALIAN Minister of Foreign Trade has announced that the Trade Agreement between Italy and Lebanon signed on November 4, 1955 has been tacitly prolonged for a further year from September 11. The quota lists established for 1960 remain unchanged.

Inquiries concerning this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, S.W.1. (Tel: Trafalgar 8855, Ext. 2528.)

British firms win U.S. direct mail awards

THREE BRITISH Direct Mail companies, British and International Addressing Limited, Smith Dalby-Welch Limited and Chadwick-Latz Limited have won premier awards in the competition organized by the Mail Advertising Service Association of the United States. The awards were presented at a reception at the Hilton Hotel, London, on October 7, when by arrangement with the GPO a special line was connected to the Hilton Hotel, Pittsburgh where at the conclusion of its Annual Convention, MASA announced the 1963 Direct Mail Awards. These awards were made known to the guests at the London reception simultaneously by loud speaker systems.

The MASA has some 1,400 members throughout the world, each one of whom is a Direct Mail advertising practitioner – Producer House, 'mailing shop' or consultant. The Association each year runs a competition open to all members, for the best examples of Direct Mail. The Direct Mail industry in the United States is much larger than its British counterpart and competition for the awards is fierce. Thus when two major MASA awards were won by Chadwick-Latz Limited and BIA last year, it was considered a great achievement. Now, in the 1963 awards, Smith Dalby-Welch have ensured that the major trophy remains in Britain and the two other companies in the group known as British and International Addressing Limited Group have gathered a number of blue ribands and runners-up prizes.

New copyright order

THE COPYRIGHT (International Conventions) (Amendment) Order 1963 (S.I. 1963 No. 1625) was made recently under the Copyright Act 1956, and provides that works originating in Peru should be protected under the Act. The Order was made as a consequence of Peru having joined the Universal Copyright Convention with effect from October 16.

Copies of the Order may be obtained from H.M. Stationery Office at the usual addresses, price., by post 5½d.

New Ambassador to Libya

MR. R. F. G. SARELL, C.M.G., at present serving at the Foreign Office, has been appointed H.M. Ambassador Extraordinary and Plenipotentiary to Libya in succession to Mr. A. C. Stewart, C.M.G., O.B.E.

The S.T.C. in The Federation of Malaya, in Singapore and in The Borneo Territories

THE TITLE of the Senior British Trade Commissioner should be amended to read:

'The Senior British Trade Commissioner in Malaysia'.

Hints to businessmen visiting United States

A REVISED EDITION of the booklet on the United States has been published in the series of 'Hints to Businessmen'.

British businessmen who intend visiting that country on export business can obtain copies of the booklet on application to the Directories and Notices Section, Board of Trade, Room 0348, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2928).

Parcel post to Indonesia

THE POST OFFICE has announced that as from October 1, the limit of weight for air and surface mail parcels for Indonesia will be raised from 11lb. to 22lb.

Further details may be obtained at any Post Office.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 2410, *Board of Trade, Horse Guards Avenue, London, S.W.*1 (*Tel. Trafalgar* 8855, *Ext.* 2192). *Telegrams and cables should be addressed 'Boneblack, London.'*

Reports on overseas markets in the Export Service Bulletin

IN THE *Board of Trade Journal* of July 12, 1963, a list was published of the Market Reports contained in the weekly Supplement to the *Export Service Bulletin* during the preceding three months. Exporters have found this useful, and it will be brought up to date at quarterly intervals; the list below covers the period July-September 1963 inclusive.

These Market Reports are prepared by H.M. Commercial Officers in overseas countries, and each describes the prospects in a particular territory for the export of certain goods. In many cases, they show that openings exist which are at present not being exploited to the full by British exporters. They are written as a result of special inquiries undertaken and of the continuous flow of information arising from daily contacts with British exporters, local consumers, distributors and producers. Information is cross-checked before acceptance.

They thus contain reliable and up-to-date information, collected at first hand on behalf of British industry. While they are not, and do not purport to be, a substitute for market research into openings for the products of individual firms, they do give a general picture of market prospects, the type of competition to be met, the tariff and import licensing positions, which no firm in the industry covered by the report can afford to miss if it is currently exporting, or is prepared to consider exporting to the country concerned.

A subscription to the *Bulletin* (which contains much useful information in addition to Market Reports) costs 10 guineas per annum and single copies may be purchased for 2s.; both are obtainable on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 420). Information for United Kingdom Exporters will be found on pages 819-822.

MARKET REPORTS (BY COUNTRY)

Country	Commodity	Supplement No.
Argentina	Roadmaking equipment	33/63
Australia	Mining and quarrying in W. Australia	38/63
Austria	Men's ready-made outerwear	31/63
Bahrain	Pharmaceuticals	37/63
Brazil	Construction equipment	35/63
Burma	Mechanical handling equipment	26/63
Canada	Hi-Fi equipment and radio receivers	26/63
Canada	Mining equipment and supplies	39/63
Canada	Sporting goods	37/63
Canada	Steel wire ropes	37/63
Canada	Yarns	39/63
Ceylon	Hospital equipment, medical appliances and dental equipment	30/63
Chile	Mechanical handling equipment	31/63
Congo Republic	Vegetable oil extraction and crushing machinery	31/63
Costa Rica	Commercial vehicles	36/63
Costa Rica	Excavating and earthmoving equipment	31/63
Dominican Republic	Tyres and tubes	31/63
Egypt	Fertilizers and insecticides	40/63
El Salvador	Commercial vehicles and buses	28/63
Ethiopia	Telecommunications equipment	40/63
France	Pharmaceutical specialists market	39/63
Germany, Federal Republic of	Agricultural tractors	33/63
Germany, Federal Republic of	Hand tool industry	35/63
Greece	Earthworking, roadmaking and other construction equipment	33/63
Guatemala	Man-made fibres	40/63
Iceland	Textile piece-goods	40/63
India	Scope for consultants	35/63
Iran	Agricultural machinery	40/63
Iraq	Construction equipment	40/63
Israel	Raw materials for the paint industry	28/63
Italy	Electrical consumer goods, telecommunications equipment, measuring and controlling instruments and electronic components	36/63
Jamaica	Stationery and office requisites	26/63
Jamaica	Television sets	26/63
Jamaica	Tyres and tubes	28/63
Jordan	Agricultural machinery	33/63
Lebanon	Internal combustion engines for agricultural and industrial use	38/63
Malaya, Federation of	Motor cycles and motor scooters	35/63
Morocco	Chemicals	34/63
Mozambique (P.E.A.)	Man-made fibre textiles	38/63
Netherlands	Camping equipment	30/63
Netherlands	Women's ready-made outerwear	35/63
New Zealand	Medical, dental, surgical, optical, etc., instruments and equipment	40/63
New Zealand	Pharmaceuticals	35/63
Nicaragua	Commercial vehicles and buses	33/63
Nigeria	Footwear	33/63
Norway	Domestic radio and television receivers and record players	39/63
Norway	Sewing machines	34/63
Pakistan	Air compressors	27/63
Pakistan	Sanitaryware	40/63
Peru	Fishing, boatbuilding and allied equipment	36/63
Peru	Industrial machinery	33/63
Rhodesia and Nyasaland	Canned and pre-packed foodstuffs	36/63
Sarawak, Brunei and North Borneo	Contractors and consulting engineers	32/63
Sierra Leone	Foodstuffs	35/63
South Africa	Builders' hardware	31/63
Sudan	China, pottery and glassware	30/63
Sweden	Caravans	31/63
Sweden	Hand tools	36/63
Sweden	Load-carrying vehicles and buses	27/63
Switzerland	Notes on industrial design	35/63
Syrian Arab Republic	Pharmaceutical products	34/63
Trucial States, The	Paints, varnishes and lacquers	33/63
Trucial States (except Abu Dhabi)	Building materials	28/63
United States of America	Agricultural machinery	32/63
United States of America	Domestic electrical equipment	37/63
United States of America	Electronic precision measuring equipment	29/63
United States of America	Equipment for pleasure boats	29/63
United States of America	Footwear	29/63
United States of America	Industrial food processing machinery	29/63
United States of America	Laboratory equipment	29/63
United States of America	Machine tools	29/63
United States of America	Marine engines for pleasure boats	29/63
United States of America	Materials handling equipment	29/63
United States of America	Medical electronic equipment	29/63
United States of America	Men's clothing – outerwear	29/63
United States of America	Packaging machinery	29/63
United States of America	Plastics injection moulding equipment	29/63
United States of America	Shoe-making machinery	29/63
United States of America	Pumps	32/63
United States of America	Textile machinery and accessories	32/63
United States of America	Women's and men's clothing	36/63

MARKET REPORTS (BY COMMODITY)

Commodity	Country	Supplement No.
Aircraft and watercraft:		
Fishing, boatbuilding and allied equipment	Peru	36/63
Boots and shoes, slippers, etc.:		
Footwear	Nigeria	33/63
Footwear	United States of America	29/63
Building supplies not elsewhere specified:		
Builders' hardware	South Africa	31/63
Building materials	Trucial States (except Abu Dhabi)	28/63
Sanitaryware	Pakistan	40/63
Ceramic products:		
China, pottery and glassware	Sudan	30/63
Chemicals and allied products, oils, fats, greases and paints:		
Chemicals	Morocco	34/63
Fertilizers and insecticides	Egypt	40/63
Paints, varnishes and lacquers	Trucial States, The	33/63
Pharmaceutical products	Syrian Arab Republic	34/63
Pharmaceutical specialists market	France	39/63
Pharmaceuticals	Bahrain	37/63
Pharmaceuticals	New Zealand	35/63
Raw materials for the paint industry	Israel	28/63
Clothing:		
Clothing – women's and men's	United States of America	36/63
Men's clothing: outerwear	United States of America	29/63
Men's ready-made outerwear	Austria	31/63
Women's ready-made outerwear	Netherlands	35/63
Contracts:		
Contractors and consulting engineers	Sarawak, Brunei and North Borneo	32/63
Scope for consultants	India	35/63
Domestic appliances, domestic heating and cooking apparatus:		
Equipment – domestic electrical	United States of America	37/63
Sewing machines	Norway	34/63
Foodstuffs, beverages, produce and tobacco:		
Foodstuffs	Sierra Leone	35/63
Foodstuffs – canned and pre-packed	Rhodesia and Nyasaland	36/63
Iron and steel:		
Steel wire ropes	Canada	37/63

Market Reports (By Commodity) continued

Commodity	Country	Supplement No.
Machinery and plant:		
Agricultural machinery	Iran	40/63
Air compressors	Pakistan	27/63
Construction equipment	Iraq	40/63
Earthworking, roadmaking and other construction equipment	Greece	33/63
Equipment – agricultural	United States of America	32/63
Equipment – construction	Brazil	35/63
Equipment – excavating and earth-moving	Costa Rica	31/63
Equipment for pleasure boats	United States of America	29/63
Equipment – materials handling	United States of America	29/63
Equipment – mechanical handling	Burma	26/63
Equipment – mechanical handling	Chile	31/63
Equipment – plastics injection moulding	United States of America	29/63
Equipment – roadmaking	Argentina	33/63
Internal combustion engines for agricultural and industrial use	Lebanon	38/63
Machinery – agricultural	Jordan	33/63
Machinery – industrial	Peru	33/63
Machinery – industrial food processing	United States of America	29/63
Machinery – packaging	United States of America	29/63
Machinery – shoe-making	United States of America	29/63
Machinery – vegetable oil extraction and crushing	Congo Republic	31/63
Marine engines for pleasure boats	United States of America	29/63
Mining and quarrying in W. Australia	Australia	38/63
Mining equipment and supplies	Canada	39/63
Pumps	United States of America	32/63
Textile machinery and accessories	United States of America	32/63
Medical and surgical instruments and appliances:		
Equipment – medical electronic	United States of America	29/63
Hospital equipment, medical appliances, dental equipment	Ceylon	30/63
Medical, dental, surgical, optical, etc., instruments and equipment	New Zealand	40/63
Miscellaneous:		
Notes on industrial design	Switzerland	35/63
Paper, printed matter and stationery:		
Stationery and office requisites	Jamaica	26/63
Radio apparatus:		
Domestic radio and television receivers and record players	Norway	39/63
Hi-Fi equipment and radio receivers	Canada	26/63
Telecommunications equipment	Ethiopia	40/63
Television sets	Jamaica	26/63
Rubber manufactures:		
Tyres and tubes	Dominican Republic	31/63
Tyres and tubes	Jamaica	28/63
Scientific and optical instruments including those working by electricity:		
Electronic consumer goods, telecommunications equipment, measuring and controlling instruments and electronic components	Italy	36/63
Equipment – electronic precision measuring	United States of America	29/63
Equipment – laboratory	United States of America	29/63
Sports goods:		
Equipment – camping	Netherlands	30/63
Sporting goods	Canada	37/63
Textiles, including yarns, etc.:		
Man-made fibre textiles	Mozambique	38/63
Man-made fibres	Guatemala	40/63
Textile piece-goods	Iceland	40/63
Yarns	Canada	39/63
Tools:		
Hand tool industry	West Germany	35/63
Tools – hand	Sweden	36/63
Tools – machine	United States of America	29/63
Vehicles and parts:		
Caravans	Sweden	31/63
Commercial vehicles and buses	Nicaragua	33/53
Commercial vehicles and buses	El Salvador	28/63
Load-carrying vehicles and buses	Sweden	27/63
Motor cycles and motor scooters	Malaya, Federation of, Singapore, Brunei, Sarawak and North Borneo	35/63
Tractors – agricultural	German Federal Republic	33/63
Vehicles – commercial	Costa Rica	36/63

Export Service Bulletin analysis for quarter ended September 30, 1963

DURING THE QUARTER ended September 30, the *Export Service Bulletin* published information about export opportunities open to British firms. Many of these were specific inquiries for goods of British origin, while others were international calls for tender invited by overseas government purchasing bodies.

An abridged classified analysis of these inquiries follows.

Reports covering important economic developments and general economic conditions in most overseas countries have also been published during the quarter. Particulars can be obtained from Export Services Branch, Board of Trade, Room E.11, Hillgate House, 35, Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433).

Commodity Heading	No. of Inquiries
Aircraft and Watercraft	82
Boots, Shoes and Slippers	16
Brushes and Brooms	13
Building Supplies	151
Ceramic Products	42
Chemicals, Oils, Fats, Greases and Paints	208
Clothing	69
Contracts	310
Domestic Appliances	91
Druggists' Sundries	21
Drugs, Pharmaceutical Preparations	108
Electrical Machinery and Apparatus	620
Fancy Goods	42
Foodstuffs, Beverages, Produce and Tobacco	90
Furniture and Floor Coverings	42
Glass and Glassware	42
Iron and Steel	444
Jewellery and Cutlery	33
Leather and Imitation Leather	20
Machinery and Plant (including Machine Tools)	1,104
Medical and Surgical Appliances and Equipment	113
Mineral Products	50
Non-Ferrous Metals	105
Office Machinery and Equipment	33
Paper, Printed Matter and Stationery	111
Photographic and Cinematographic Apparatus and Requisites	46
Plastics Materials	39
Prefabricated Houses and Buildings	8
Radio Apparatus (including Television Receivers, Record Players and Tape Recorders)	113
Railway and Tramway Rolling Stock	128
Rubber Manufactures	58
Scientific and Optical Instruments	217
Sports Goods	22
Textiles	192
Timber and Wood Manufactures	8
Tools, Hand and Engineers' Small (including Portable Power Tools)	101
Toys, Games and Model Engineering	29
Vehicles and Parts	238
Watches and Clocks	9

Round the world telephone cable

Mr. Chew Kam Pok (left), Deputy Director General of Telecommunications in Malaya, who visited the North Woolwich factory of Standard Telephones and Cables Limited recently, is seen here with Mr. A. H. Roche, chief engineer of STC Submerged Repeater Division, who is explaining the construction of a submerged repeater amplifier. Equipment of this kind is of particular interest to Malayan engineers since the next section of the round-the-world telephone cable, which has hundreds of these repeaters spliced at intervals along its length, will cover the south east Asian area.

EXPORT DRIVE

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Information for United Kingdom exporters

Brief details are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published three times a week, with a weekly Supplement, is available to United Kingdom manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room E.11, Hillgate House, 35 Old Bailey, London, E.C.4 (City 5757, Ext. 433), (Telex 25977). Copies of particular Bulletins containing further details of the items referred to below can be obtained from the same address on remittance of cash with order of the sum of 2s. per copy.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Inquiries by telephone: City 5757, Ext. 406 and 404). Reference numbers should always be quoted. The date given is the closing date for tendering. It refers to the current year unless otherwise indicated.

Tender documents are available for loan in those cases marked with an asterisk.*

ALGERIA

Tyres; Tractors and Automobiles; Accumulators for Algerian Agrarian Reform Office. Closing date not known. E.S.B. 30991/63.

ARGENTINA

Oil Distillery Modernization Project for State Oil Company. December 16. Tender documents (in Spanish) available. E.S.B. 31047/63.*

Constructional Projects for the Public Works Secretariat. (Further Information.) Closing date postponed to November 4. E.S.B. 14859/63.*

Traffic Signals; Parking Meters for Municipality of Buenos Aires. (Advance Information.) E.S.B. 30931/63.

Construction of Concrete Wharf for Directorate of Port Works and Navigable Waterways. November 15. E.S.B. 30664/63.

AUSTRALIA

Central Fire Alarm Control System for Metropolitan Fire Brigade Board, Brisbane. November 4. E.S.B. 30650/63.*

Voltage Regulation Equipment for State Electricity Commission of Victoria. October 21. E.S.B. 30681/63.

Boiler Plant for Tully Co-operative Sugar Milling Association Ltd. October 31. E.S.B. 30756/63.*

The State Electricity Commission of Queensland:

Electrical Generating Plant. October 23. E.S.B. 31029/63.*

Switchgear; Transformers. November 12. E.S.B. 31077/63.

Melbourne Harbour Trust:

Observation Tower. (Advance Information.) Closing date not known. E.S.B. 30915/63.

Floating Crane. (Preliminary Tender.) Closing date not yet known. E.S.B. 30561/63.*

Postmaster-General's Department:

Dehydrator Units. November 14. E.S.B. 30775/63.*

2000 Type Switch Maintenance Parts. November 28. E.S.B. 30549/63.*

BURMA

Railway Carriage and Wagon Equipment for Burma Railways Board. October 30. E.S.B. 30645/63.*

Industrial Development Corporation:

Chemicals and Auxiliaries. October 23. E.S.B. 30984/63.*

Steel Billets. October 23. E.S.B. 31254/63.*

Civil Stores Committee:

Diesel Engine. October 24. E.S.B. 30975/63.*

Metals. October 24. E.S.B. 30976/63*

Paint and Distemper. October 24. E.S.B. 31001/63.*

Tubing. November 14. E.S.B. 31100/63.*

Sockets. November 12. E.S.B. 31201/63.*

Tees. November 12. E.S.B. 31202/63.*

Paint. October 24. E.S.B. 31004/63.*

Oil Expellers. November 4. E.S.B. 31236/63.*

Pipe Fittings. November 14. E.S.B. 30969/63.*

Pipe Fittings. November 14. E.S.B. 30970/63.*

Pipe Fittings. November 14. E.S.B. 30971/63.*

Pipe Fittings. November 14. E.S.B. 30972/63.*

Pipe Fittings. November 14. E.S.B. 30973/63.*

Fire Bricks. October 24. E.S.B. 30974/63.*

Galvanized Wire. October 30. E.S.B. 30730/63.*

Chain Short Link. October 30. E.S.B. 30731/63.

Tees. November 12. E.S.B. 31203/63.*

Sanitaryware. November 12. E.S.B. 31204/63.*

Sanitaryware and Fittings. November 12. E.S.B. 31205/63.*

Rainwear. October 24. E.S.B. 31209/63.*

Weighing Machines. November 5. E.S.B. 31210/63.*

Outboard Motors. October 29. E.S.B. 30638/63.

Back Nuts. November 7. E.S.B. 30647/63.*

Sockets. November 7. E.S.B. 30648/63.*

Screws. November 5. E.S.B. 30637/63.*

Refined Coal Tar. October 30. E.S.B. 30641/63.*

Lifebouys and Life-Jackets. October 29. E.S.B. 30639/63.*

Wood Screws. November 5. E.S.B. 30720/63.*

Rivets and Washers. November 6. E.S.B. 30722/63.*

Cement. November 5. E.S.B. 30636/63.*

Plugs. November 7. E.S.B. 30728/63.*

Chain Short Link. October 30. E.S.B. 30732/63.*

Screws. November 6. E.S.B. 30721/63.*

Concrete Reinforcement. November 5. E.S.B. 30723/63.*

Screws. November 5. E.S.B. 30725/63.*

Portable Spray-Painting Units. October 29. E.S.B. 30726/63.*

Welding Electrodes. October 29. E.S.B. 30727/63.*

Pipe Fittings. November 7. E.S.B. 30751/63.*

Ship and Boat Attachments. November 5. E.S.B. 31231/63.*

Photographic Materials. October 21. E.S.B. 30786/63.*

Machine Belting. November 4. E.S.B. 31234/63.*

C.I. Pipes. November 13. E.S.B 31006/63.*

Cotton Ginning Machines. November 5. E.S.B. 31230/63.*

Metals. October 23. E.S.B. 31248/63.*

Drilling Machine. October 28. E.S.B. 31244/63.*

Emery Grains and Powder. October 30. E.S.B. 30718/63.*

Bulldog Grips. October 30. E.S.B. 30719/63.*

Picture Hooks and Shelf Brackets. October 30. E.S.B. 30643/63.*

Tyres and Tubes. October 23. E.S.B. 31250/63.*

Wire; Electric Fans; Switches; Shades. October 23. E.S.B. 31251/63.*

Pumping Equipment. October 28. E.S.B. 31243/63.*

Peanut Husking Machinery. November 4. E.S.B. 31238/63.*

Paint. October 24. E.S.B. 31247/63.*

Pipe Fittings. November 13. E.S.B. 31009/63.*

C.I. Pipes. November 13. E.S.B. 31007/63.*

Pipe Fittings. November 13. E.S.B. 31239/63.*

Brass Wood Screws. November 6. E.S.B. 30642/63.*

Wire Gauze. October 30. E.S.B. 30640/63.*

Hand Tools. October 24. E.S.B. 31246/63.*

Marine Diesel Engines. November 5. E.S.B. 31233/63.*

CEYLON

Air-Conditioning Plant for State Engineering Corporation. October 21. E.S.B. 30657/63.*

Consultancy Service for Textile Mill for National Textile Corporation. (Further Information.) Closing date postponed to October 21. E.S.B. 20970/63.

Construction Project for Colombo Municipal Council. (Further Information.) E.S.B. 22857/63.

Galvanized Iron Water Tubes for the Ministry of Finance. (Further Information.) Tender documents now available. E.S.B. 29673/63.*

Materials for Manufacture of Tyres and Tubes; Hardware for Refrigerator Construction for Associated Motorways Ltd., Colombo. October 29. E.S.B. 30186/63.*

Eastern Paper Mills Corporation:

Unbleached Kraft Pulp. November 12. E.S.B. 30914/63.*

Wood Pulp. November 12. E.S.B. 30948/63.*

Ministry of Health and Housing:

Pharmaceuticals. (Further Information.) Tender documents now available. E.S.B. 28715/63.*

Pharmaceuticals. (Further Information.) Tender documents now available. E.S.B. 29683/63.*

Drugs. (Further Information.) Tender documents now available. E.S.B. 29682/63.*

CYPRUS

Switchgear for Electricity Authority of Cyprus. December 16. E.S.B. 30967/63.

EGYPT

Hopper Wagons for Egyptian Railways. Closing date not known. E.S.B. 30922/63.*

ETHIOPIA

Ethiopian Electric Light and Power Authority:

Insulators. November 30. E.S.B. 30654/63.*

Solid Copper Wire. November 30. E.S.B. 30653/63.*

PVC Insulated Wire. November 15. E.S.B. 30651/63.*

Cable Lugs. October 31. E.S.B. 30655/63.*

FORMOSA

Central Trust of China:

Crane. October 21. E.S.B. 30923/63.*

Steel Products. October 22. E.S.B. 31020/63.*

Gynaecological Instruments. October 11. E.S.B. 30925/63.

FRANCE

Constructional Project for the Ministry of Education. October 22. Press notice (in French) available. E.S.B. 30794/63.

Constructional Project for Ministry of Public Health. October 24. E.S.B. 30792/63.*

Frequency Counter for SHAPE, Paris. November 6. E.S.B. 30919/63.*

FEDERAL REPUBLIC OF GERMANY

NATO Infrastructure Contracts:

Earthworks, Road and Building Construction for the German Authorities. Apply by October 23. G.D. 714/63/2 (293).

Power Supply Facilities. Apply by October 25. G.D. 2777/61 (294).

GHANA

Pipes, Sluice-Valves and Fittings for Ghana Supply Commission. October 29. E.S.B. 30785/63.*

GREECE

Tide Gauges for the Ministry of National Defence. (Further Information.) This tender has been repeated with amended specification, the closing date being October 31. E.S.B. 19934/63.*

Ministry of Trade:

Cranes and Accessories. October 24. E.S.B. 30944/63.*

Passenger Bus. October 21. E.S.B. 30949/63.*

Rolling Stock and Railway Materials. October 29. E.S.B. 30947/63.*

Laboratory Instruments. October 21. E.S.B. 30946/63.*

Radio Testing Equipment. October 24. E.S.B. 31206/63.*

Railway Workshop Equipment. October 25. E.S.B. 30797/63.*

Diesel-Locomotives Repairs Apparatus. October 22. E.S.B. 30945/63.*

Fluorescent Light Fittings. October 31. E.S.B. 30799/63.*

Steel. October 29. E.S.B. 31208/63.*

GUATEMALA

Hydro-Electric Units for Instituto Nacional de Electrificacion. November 26. Press announcement (in Spanish) available. E.S.B. 31064/63.

INDIA

Aluminium Conductors for Gujarat Electricity Board. November 4. E.S.B. 30992/63.

Boiler Tubes for the Singareni Collieries Co. Ltd. Closing date postponed to October 24. E.S.B. 27514/63.*

Copper Conductors for U.P. State Electricity Board. November 4. E.S.B. 30769/63.

Humid Chamber Unit for Ramanga Test and Control Division. November 5. E.S.B. 30770/63.

Insulators for Madras State Electricity Board. October 25. E.S.B. 30966/63.*

Railway Electrification Project for Railway Electrification, Calcutta. January 10, 1964. E.S.B. 30753/63.

Tractor-cum-Trailer for Punjab State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 27599/63.*

(continued on page 821)

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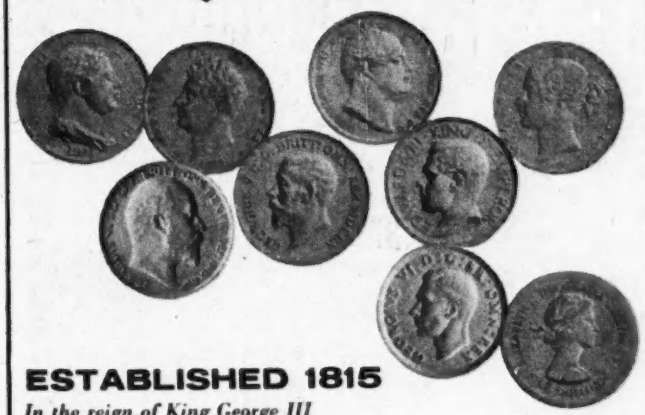

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Tractor and Trailer Units for Koyna Hydro Electric Project. November 20. E.S.B. 30993/63.
National Coal Development Corporation Ltd.:
Coal Cutting Machinery. November 29. E.S.B. 30958/63.*
Ventilation Equipment. November 4. E.S.B. 30767/63.*
Rajasthan State Electricity Board:
Insulators and Accessories. November 19. E.S.B. 31031/63.
Transmission Line Towers. December 17. E.S.B. 31032/63.
Department of Supplies and Disposals:
Aircraft Instrument Testing Equipment. October 22. E.S.B. 31059/63.*
Aircraft Servicing Equipment. October 24. E.S.B. 31060/63.*
Machine Tools. October 30. E.S.B. 30768/63.*
Spring Steel Flat. October 30. E.S.B. 30936/63.*
Procurement Circle, Tatwara Township:
Electrode Wire. November 27. E.S.B. 31045/63.*
Pneumatic Drill Sharpener. December 6. E.S.B. 30934/63.*
Surfacing and Screw-Cutting Lathes. December 13. E.S.B. 31041/63.*
Vertical Hydraulic Service Presses. November 29. E.S.B. 30933/63.*
Atomic Energy Establishment, Trombay:
Recording Instruments. November 4. E.S.B. 30618/63.*
Climatic Testing Equipment. November 5. E.S.B. 30619/63.*
Time Temperature Programme Controller and Recorder. November 6. E.S.B. 30620/63.*
Microscope. November 7. E.S.B. 30621/63.*
Mechanical Press. (Further Information.) E.S.B. 4481/63.
High-Speed Capstan Lathe. October 25. E.S.B. 30684/63.
Electro-Riveter. October 28. E.S.B. 30685/63.
Rotary High Vacuum Pumps. October 29. E.S.B. 30686/63.
Rotary Mechanical Pump. October 30. E.S.B. 30687/63.
Ionization Gauge Control Unit. November 8. E.S.B. 30622/63.*
Lathe. October 23. E.S.B. 31051/63.
Lathe. October 23. E.S.B. 31052/63
Machine Tools. October 23. E.S.B. 31053/63.
C.R.T. Tubes. October 23. E.S.B. 31054/63.
Fluorescent Tube Fixtures and Accessories. October 21. E.S.B. 31057/63.
Silicon Rectifiers. October 29. E.S.B. 31058/63.

IRAN

Paper Sacks for Cement for Plan Organization – Factory Exploitation Section. November 19. E.S.B. 31087/63.*
Wire for Ministry of Posts and Telegraphs (Planning and Development Section). December 15. E.S.B. 31228/63.*
Teleprinters for the Iranian Army. November 24. E.S.B. 31035/63.*
Ministry of Finance, Sugar Administration:
Paper. November 11. E.S.B. 31083/63.*
Printing Ink. November 16. E.S.B. 31084/63.*
Glue. November 18. E.S.B. 31085/63.*

IRAQ

Porcelain and Chinaware; Enamelled Iron Equipment for the Ministry of Finance. October 27. E.S.B. 31050/63.*
Ministry of Defence:
Identity Discs; Field Bandages. October 27. E.S.B. 31039/63.*
Laboratory Materials. October 30. E.S.B. 31038/63.
Ministry of Municipalities:
Link Switch. October 27. E.S.B. 30677/63.
Weights in Metric System. October 27. E.S.B. 30678/63.
Iraqi Ports Administration:
Measuring Instruments. December 8. E.S.B. 31034/63.
Radio Telephone Equipment. November 10. E.S.B. 30673/63.*
Ministry of Oil:
Machinery. October 30. E.S.B. 30674/63.
Motorcycles; Bicycles. November 2. E.S.B. 31040/63.
Oil Storage Tanks. October 30. E.S.B. 30675/63.

ITALY

Stationery for Headquarters, Allied Land Forces, Southern Europe, Verona. November 11. E.S.B. 30985/63.*

JORDAN

Transmission Line for Ajloun District Electricity Co. November 16. E.S.B. 30989/63.

KUWAIT

Ministry of Electricity and Water:
Gas Lines, Valves and Fittings. October 23. E.S.B. 30771/63.*
Pipes and Fittings. October 27. E.S.B. 30773/63.*
Machine Tools. November 6. E.S.B. 30772/63.*
Steel Pipes. October 30. E.S.B. 30937/63.*

LIBYA

Pharmaceuticals for National Social Insurance Institution. November 30. E.S.B. 30700/63.

MALAYA

Manila Ropes for Penang Port Commission. November 4. E.S.B. 30691/63.
Turbo Alternators for Central Electricity Board. January 2, 1964. E.S.B. 30774/63.
Public Works Department:
Bitumen Distributor. October 30. E.S.B. 30705/63.
Water Treatment Plant. December 2. E.S.B. 30701/63

Representatives of the Atlantic Fisheries Council from Canada, who recently toured Great Britain under arrangements made by the Board of Trade, seen looking at newly spun rope during a visit to one of Britain's leading ropemaking companies at Port Glasgow, Scotland. From left to right are: Jean Frechet, Federal Department of Fisheries, Vessel and Gear Development Officer; Eugene Gorman, Deputy Minister of Fisheries, Prince Edward Island, and Eric Grosse, Deputy Minister, Department of Fisheries, Newfoundland.

NEW ZEALAND

Cables for Auckland Electric Power Board. November 29. E.S.B. 30979/63.*
Cable Jointing Materials for City Corporation, Wellington. October 24. E.S.B. 31099/63.*
Mechanical Loading Equipment for Timaru Harbour Board. December 18. E.S.B. 20444/62.*
Steam Raising Plant for Auckland Hospital Board. November 25. E.S.B. 30978/63.*
Tape Recording Equipment for Dunedin City Council. November 8. E.S.B. 31213/63.*
General Post Office, Wellington:
Capacitors. November 6. E.S.B. 31214/63.*
Test Equipment. November 13. E.S.B. 31215/63.*
Insulating Tape. November 11. E.S.B. 31014/63.*
Loading Cases. November 4. E.S.B. 30729/63.*
Ribbons for Calculagraphs. October 29. E.S.B. 30717/63.*
Switches. November 1. E.S.B. 31013/63.*

NIGERIA

Electrical and Mechanical Equipment (Niger Dams Project) for Federal Government of Nigeria. (Pre-qualification requirements.) Apply by October 31. E.S.B. 30938/63.

PAKISTAN

Directorate General Telegraph and Telephone:
Air-Conditioning Equipment. (Further Information.) Tender documents now available. E.S.B. 30610/63.*
Air-Conditioning Equipment. November 4. E.S.B. 30935/63.
Department of Investment Promotion and Supplies:
Recording Instrument. October 24. E.S.B. 30964/63.
Steel Racks. October 26. E.S.B. 30963/63.
Directorate of Supply:
Seeds. October 26. E.S.B. 30959/63.*
Metal and Shoe Polish. October 29. E.S.B. 30960/63.*
A.C. Motors. October 23. E.S.B. 30961/63.*
Glassware Manufacturing Equipment. October 21. E.S.B. 30962/63.*

PORTUGAL

Power Station Equipment for Empresa Termoelectrica Portuguesa S.A.R.L. December 15. E.S.B. 30932/63.

RHODESIA AND NYASALAND

Bedford Cord Cloth for Federal Tender Board. October 25. E.S.B. 30764/63.*
Radio Telephone Station Equipment for City of Salisbury Electricity Department. November 5. E.S.B. 30995/63.*

SAUDI ARABIA

Generating Station Plant for Ministry of Finance. October 26. E.S.B. 30715/63.

SINGAPORE

Transformers for Public Utilities Board. October 29. E.S.B. 31024/63.*

SOUTH AFRICA

Alternator Sets for Department of Water Affairs. October 24. E.S.B. 31072/63.*
Kitchen Hardware for Natal Provincial Administration. October 23. E.S.B. 31265/63.*
State Tender Board:
Battery Chargers. October 29. E.S.B. 31227/63.*
Cable. October 29. E.S.B. 31073/63.*
Cape Provincial Administration:
Highway Guard Rail and End Wings. November 1. E.S.B. 30982/63.*
Woodwork and Metalwork Machines. November 1. E.S.B. 30980/63.*
Offset Litho-Duplicator. November 1. E.S.B. 30981/63.*
South African Railways:
Lubricating Outfits. November 1. E.S.B. 31220/63.*
Fire Fighting Equipment. November 1. E.S.B. 31221/63.*
Pipe Laying Project. November 22. E.S.B. 31224/63.*
Regenerative Braking Control Equipment. October 25 E.S.B. 30591/63.*

SOUTH VIETNAM

Aluminium Rolling Works for La Société Financière pour le Developpement de l'Industrie au Vietnam. November 30. Tender documents (in French) available for loan. E.S.B. 30063/63.*
Central Purchasing Authority:
Tractors and Agricultural Cutters. October 23. Tender documents (with specifications in French) available. E.S.B. 30682/63.
Tussore Silk. October 23. E.S.B. 30996/63.*

SPAIN

Dock and Harbour Work; Electrical Equipment for Junta de Obras y Servicios del Puerto de Barcelona. October 29. E.S.B. 31226/63.
Radio Telephone Sets for Junta de Compras de Telecomunicacion. October 28. E.S.B. 30750/63.

SUDAN

Khaki Drill for Department of Stores and Equipment. October 22. E.S.B. 30736/63.
Sudan Railways:
Cotton Waste. November 11. E.S.B. 31263/63.*
Lentils Split. October 31. E.S.B. 30733/63.
Block Tin. October 24. E.S.B. 30734/63.
Department of Posts and Telegraphs:
Diesel Generating Sets. November 15. E.S.B. 31078/63.*
Communication Receivers. November 14. E.S.B. 31079/63.*
Telephones. November 16. E.S.B. 31080/63.*
Transmitters. November 7. E.S.B. 30744/63.*
Ministry of Works:
Copper Wire. October 27. E.S.B. 31081/63.*
Fans. October 21. E.S.B. 30740/63.*
Mild Steel Flats. October 24. E.S.B. 30741/63.*
PVC Wire. October 23. E.S.B. 30742/63.*
Bolts and Nuts. October 26. E.S.B. 30743/63.*

THAILAND

Acacia U.S.P. for the Pharmaceutical Service. October 25. E.S.B. 30997/63.
Fertilizers for Sugar Industry Organization Aid Fund. October 28. E.S.B. 31092/63.
Power Earth Auger Drill for National Energy Authority. October 21. E.S.B. 31097/63.*
State Railways of Thailand:

(continued on next page)

Automatic Tampers. November 20. E.S.B. 31096/63.*
Galvanized Pipe and Flanges. October 22. E.S.B. 31091/63.
Mild Steel Sheet. October 29. E.S.B. 31093/63.
Zinc Sheets. October 28. E.S.B. 31094/63.
Aluminium Sheet. October 25. E.S.B. 31095/63.
Mild Steel Sheet. October 21. E.S.B. 30952/63.
Trucks. November 5. E.S.B. 30693/63.

TRINIDAD AND TOBAGO

Pharmaceutical Sundries for Ministry of Health and Housing. October 31. E.S.B. 30556/63.*
Power Transformer for Electricity Commission. November 29. E.S.B. 30755/63.*

TUNISIA

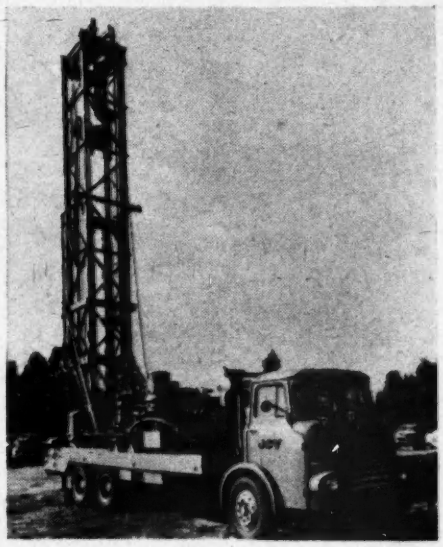
Confectionery Machinery for Societe Anonyme des Aghlamites. Closing date not known. E.S.B. 30747/63.
Port Improvement Project for the Ministry of Public Works. (Further Information.) Closing date postponed to November 15. E.S.B. 17861/63.*

TURKEY

Surveying Instruments for State Hydraulic Works of Turkey. October 30. E.S.B. 30901/63*

UNITED STATES OF AMERICA

Hoist for Department of the Interior. October 22. E.S.B. 31027/63.*
Transformers for Public Utility District No. 2 of Grant County. October 21. E.S.B. 30752/63.*



This new mobile water well drill will open up hitherto limited fields of irrigation in arid regions of South Africa because it is operated with air instead of water, which in the past has been essential to drilling operations. The drill, which can operate at depths of up to 1,000 ft., is mounted on a three-axle 125 h.p. Albion Super Reiver chassis.

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below are contained in recent issues of the Export Service Bulletin, or Supplement, copies of which can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, (inquiries by telephone: City 5757, Ext. 427), on remittance of cash with order of the sum of 2s. per copy. The reference number should be quoted in all inquiries.

All Countries
Successful bidders for overseas contracts. (E.S.B. 860/63.)

Australia
Agency inquiry for road cleansing machinery and equipment. (E.S.B. 30078/63.)
Agency inquiry for building materials and supplies; floor coverings; toys. (E.S.B. 30079/63.)
Agency inquiry for foam cushioning. (E.S.B. 30178/63.)
Agency inquiry for surgical instruments; drawing office equipment. (E.S.B. 30107/63.)
Inquiry for domestic appliances; hand tools; pipe fittings; valves; wall tiles. (E.S.B. 30050/63.)
Inquiry for gas phase cromotography equipment; laser equipment. (E.S.B. 30116/63.)
Inquiry for laboratory sundries; surgical equipment. (E.S.B. 30430/63.)
Economic report. August 1963. (C.R.E. 6584/G.)

Bahamas
Agency inquiry for building and construction materials. (E.S.B. 30437/63.)

Bahrain
Agency inquiry for detergents. (E.S.B. 30052/63.)
Inquiry for dresses. (E.S.B. 30097/63.)
Inquiry for foodstuffs; pet foods. (E.S.B. 30117/63.)

British Eastern Caribbean
Economic report, April-August 1963. (C.R.E. 4448/63.)

Canada
Inquiry for sports goods; housewares. (E.S.B. 30876/63.)
Inquiry for lifts. (E.S.B. 30115/63.)
Inquiry for cotton fabric for typewriter ribbons. (E.S.B. 30119/63.)
Inquiry for scissors. (E.S.B. 28887/63.)
Inquiry for toilet preparations. (E.S.B. 30146/63.)
Inquiry for mohair knitting yarns. (E.S.B. 30148/63.)

Denmark
Inquiry for clothes hooks. (E.S.B. 27166/63.)
Economic report July 1963. (C.R.E. 2744/63.)

Ethiopia
Inquiry for candles; clothing. (E.S.B. 30172/63.)

Fiji
Agency inquiry for textiles. (E.S.B. 31315/63.)

Formosa
Economic report, April-June 1963. (C.R.E. 2739/63.)

France
Agency inquiry for confectionery; knitwear; toys; woollen blankets. (E.S.B. 30327/63.)
Agency inquiry for piece-goods. (E.S.B. 29255/63.)

French West Indies
Economic report, January-June 1963. (C.R.E. 1437/G.)

Germany (Federal Republic of)
Agency inquiry for safety belts for vehicles. (E.S.B. 29532/63.)
Agency inquiry for women's outerwear. (E.S.B. 30068/63.)
Agency inquiry for steel. (E.S.B. 29847/63.)
Inquiry for sheep and lambskins; furs; velour. (E.S.B. 30846/63.)
Inquiry for foodstuffs; technical products; textiles. (E.S.B. 25129/63.)
Inquiry for lignum vitea. (E.S.B. 30304/63.)
British week samples display in Dusseldorf. (G.D. 1191/G/35.)
Economic report, September 16-22, 1963. (C.R.E. 1479/G.)
Economic report, September 23-29, 1963. (C.R.E. 1479/G.)

Ghana
Inquiry for piece-goods; shirts. (E.S.B. 30182/63.)

Guadeloupe and Martinique
Agency inquiry for textiles. (E.S.B. 30045/63.)

Iraq
Inquiry for transmission lines. (E.S.B. 30124/63.)

Israel
Economic report, August 1963. (C.R.E. 3000/G/4.)

Italy
Agency inquiry for machinery and plant for metallurgical industry. (E.S.B. 30126/63.)
Agency inquiry for foodstuffs; whisky. (E.S.B. 30060/63.)
Inquiry for communications equipment; electronic equipment and instruments; navigation equipment. (E.S.B. 30102/63.)
Contracts awarded under Southern Development Fund. (E.S.B. 7647/63.)
Economic report, July-August 1963. (C.R.E. 4993/63.)

Japan
Market report on luxury and consumer goods. (E.S.B. 20557/63.)

Jordan
Agency inquiry for pumps. (E.S.B. 30424/63.)
Inquiry for machine tools. (E.S.B. 30380/63.)

Kenya
Inquiry in respect of flag; coat of arms – further information. (E.S.B. 24687/63.)
Manufacture under licence – pharmaceuticals. (E.S.B. 29562/63.)

Morocco/Finland
Trade Agreement. C.R.E. 8301/G.)

Netherlands
Agency inquiry for textiles. (E.S.B. 29555/63.)

New Zealand
Inquiry for groceries. (E.S.B. 21903/63.)
Market report on medical, dental, surgical, optical, etc., instruments and equipment. (E.S.B. 18572/63.)

Nigeria (Federal Republic of)
Inquiry for metal and fittings for office furniture; tools; machinery. (E.S.B. 29869/63.)

Pakistan
Agency inquiry for machinery and plant. (E.S.B. 25517/63.)
Inquiry for machinery and plant. (E.S.B. 27908/63.)
Joint venture – plant for manufacturing synthetic marble. (E.S.B. 27746/63.)

Peru
Economic report, August 1963. (C.R.E. 1086/63.)

Poland
Economic report, August 1963. (C.R.E. 8644/63.)

Portugal
Inquiry for garage and service station equipment. (E.S.B. 30465/63.)
Hospital project. (E.S.B. 29895/63.)

Singapore
Agency inquiry for clothing. (E.S.B. 30076/63.)

Sweden
Market report on women's knitted and woven outerwear. (E.S.B. 22231/63.)
Economic report, August 1963. (C.R.E. 2452/63.)

Switzerland
Agency inquiry for paints and varnishes; sealing compounds; rubber sealing strip. (E.S.B. 30453/63.)
Agency inquiry for iron; steel tubes; ores; graphite electrodes. (E.S.B. 29833/63.)
Agency inquiry for gloves. (E.S.B. 30014/63.)
Inquiry for radiators. (E.S.B. 30056/63.)

Syria
Agency inquiry for glass cutters. (E.S.B. 30451/63.)

Tanganyika
Agency inquiry for clothing; floor coverings; textiles. (E.S.B. 29506/63.)

Tanganyika/U.S.S.R.
Trade Agreement. (C.R.E. 8484/G.)

Trinidad
Agency inquiry for communications equipment; rags and white waste. (E.S.B. 30149/63.)

Trucial States
Inquiry for haberdashery; stationery. (E.S.B. 30109/63.)

Uganda
Inquiry for refrigerators. (E.S.B. 23646/63.)

United Arab Republic (Egypt)
Economic report, August 1963. (C.R.E. 1896/63.)

United States of America
Inquiry for steel sheet. (E.S.B. 29523/63.)
Inquiry for loudspeakers; resistors. (E.S.B. 30308/63.)
Inquiry for gloves. (E.S.B. 28869/63.)
Inquiry for cotton pads. (E.S.B. 30351/63.)
Inquiry for aluminium die cast components. (E.S.B. 30156/63.)
Engineering consultant. (E.S.B. 30049/63.)
Trade shows in New York. (E.S.B. 30563/63.)
Economic report, August 1963. (C.R.E. 6967/R.)

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2. (Monarch 6699). The department has 16 local offices in various parts of the United Kingdom. A list was given on page xxviii *of the* Board of Trade Journal *of September 27, 1963.*

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Full particulars from the Secretary.

The Society of Shipping Executives, (Dept. G).
Alderman House,
37, Soho Square,
London, W.1.

Recent export orders

United Kingdom firms are invited to send in brief details of new export orders or contracts for publication on this page.

Flour mills for Hawaii

A contract worth about £140,000 for the design, engineering, and supply of equipment for the new mill at Honolulu, Hawaii, has been awarded to Simon-Carter Co. of Minneapolis, USA, an associate of Simon Engineering Ltd., Stockport. Henry Simon Ltd., Stockport, will provide a large proportion of the mill's machinery and pneumatic conveying system and will plan the layouts of mill and screenroom.

Roumania buys glass

Q.V.F. Ltd., Stoke-on-Trent, have delivered £7,000 worth of glass pipeline to Roumania. It was ordered by Technoimport of Bucharest.

Conveyor system for Czechoslovakia

A contract for its Flowline conveyor system to link the production factories and the final assembly lines in the AZNP Automobile factory (Skoda) at Mlada Boleslav, Czechoslovakia, has been awarded to Fisher and Ludlow Ltd., Tipton.

Ferries for East Africa

Two twin screw ferries ordered from Yarrow and Co. Ltd., Glasgow, by East African Railways and Harbours, which will ply on Lake Victoria, will be powered by two 12-cylinder engines made by The English Electric Co. Ltd., London.

Electrical equipment for Africa

Associated Electrical Industries Ltd., London, have received a repeat order from South African Railways. Worth about £450,000, it is for 15 sets of electrical equipment for motor coach units. Certain items will be sub-contracted to The English Electric Co. Ltd. They have also received another order for two 2,500 kW. 3,300 V. 750 rev/minute hydro-electric generators together with exciters, automatic voltage regulators and control equipment for Swaziland.

Generators for India

Two orders have been received from AEI Overseas Ltd., acting on behalf of Heavy Electricals (India) Ltd. The first is for the Obra power station of the Uttar Pradesh State Electricity Board and is for one 33,000 kW, 11,000 V, 115 rev/minute vertical water wheel AC generator together with parts for two other machines and sets of control gear. Equipment for the Punjab State Electricity Board comprises a 15,000 kW, 11,000 V, 500 rev/minute generator with components of two other machines and associated control gear.

Extruder equipment for Belgrade

Fawcett Preston & Co., Bromborough, of the Metal Industries Group, have received orders for extrusion equipment valued at more than £180,000. Seven extruders are being supplied to Invest-Import of Belgrade, and other machines and ancillary equipment to customers in Holland and France.

Czechoslovakia buys computing system

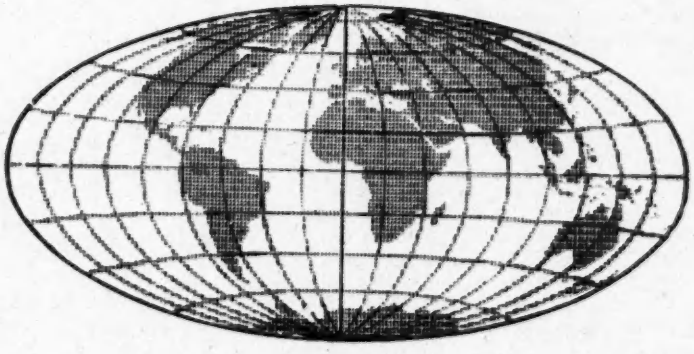
Elliott-Automation Ltd., London, is to supply a digital industrial computing system to Humphreys and Glasgow Ltd. for a new ethylene plant at Bratislava in Czechoslovakia. The system has an Elliott 803 computer as its central data processor.

Large numbers of rolls of cellulose film in 85-inch widths, claimed to be the largest cellulose film in the world, have been shipped to Mexico City by British Cellophane Ltd., for distribution through their local associate manufacturing company, Celorey S.A. of Monterrey. The film is being used as a solid release agent for machine moulding glass fibre panels for a rehousing scheme in Mexico City, which will provide 11,697 homes. The project entails what is probably the world's biggest single use of glass fibre panels in domestic architecture so far.

Moulding machinery for Poland

A contract valued at £160,000 has been placed by the Polish import organization Centrozap with Stone-Wallwork Ltd., London, of the Stone-Platt Group. The contract covers equipment for the new Ursus tractor factory and comprises two automatic moulding lines and eight Shaloo shell core blowing machines.

For the Exporter . . .



We provide every service other than actually selling the goods.

To those entering the Export Market for the first time, we are glad to give advice, without charge, on such matter as: Costs and transit times for despatch to any part of the world by air, sea or land • Documentary requirements of all countries and terms of payment • Export packing and methods of protection • Design and erection of stands at foreign exhibitions • Insurance against marine and other risks • Travel arrangements • Distribution abroad and local information through 30 overseas countries.

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Export tours of U.K. businessmen

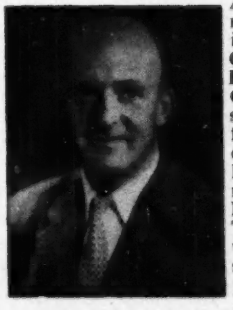
The United Kingdom businessmen listed below are among those who will be calling at H.M. Government's overseas posts during their current visits to export markets. Overseas officers are able to give varied assistance to United Kingdom businessmen going abroad by providing itineraries, introductions to overseas buyers, suitable agents and so on. Firms who wish to use these official services should make contact in advance with the regional offices of the Board of Trade or with Export Services Branch, Hillgate House, London E.C.4. At the same time they are invited to send advance details of their overseas tours to the Editor for publication in the Board of Trade Journal.

Calculator demonstrations

Mr. F. G. M. Davies, export representative of Sumlock Comptometer Ltd., St. James's Street, London, S.W.1, is taking two 'Anita' electronic calculating machines for demonstration and instruction purposes when he tours nine Latin-American countries beginning this month. The machines operate on different cycles to allow for the varying A.C. values in the centres he is visiting.

As well as advising all official posts of Mr. Davies' visit, Export Services Branch of the Board of Trade also recommended him to explore the publicity possibilities of the localized bulletins of the British and Latin-American Chamber of Commerce and put him in touch with the London representative of a group of trade periodicals in Peru.

Agents in Scandinavia



A tour of Scandinavian countries, including visits to Copenhagen, Oslo, Bergen, Stockholm, Gothenburg and Helsinki has been planned for October and November by Mr. J. B. Bayley, export sales manager of Conder Engineering Co. Ltd. The purpose of his visit is generally to stimulate the company's export business. Last year their exports totalled £350,000, representing 35 per cent of turnover.

Scientific instruments in Spain

Capt. R. A. Villiers, Director of the Scientific Instrument Manufacturers' Association, left London this week for a fact-finding visit to Madrid and Barcelona. SIMA believe that the opportunities for export of scientific instruments to Spain are rapidly improving as the industrial programme accelerates. During the visit Capt. Villiers will make contact with Government Departments, research establishments, the major using industries, and members' agents in Spain.

Over 50 Atlantic crossings

Mr. J. V. Foll, chairman of Muirhead & Co. Ltd., Beckenham, Kent, is at present on a two months' tour of North America during which he is visiting the Group's factories at Mountainside, New Jersey, and Stratford, Ontario.

Mr. Foll, who is accompanied by his wife, has made over 50 Atlantic crossings. Having relinquished his duties as managing director after more than 34 years' service, he now has more time to devote to the policy and overseas interests of the Group whose products include electronic instruments and control and indicator equipment.

Trading prospects in West Africa

Mr. D. C. E. A. Cooper, export manager of Helvis (UK) Ltd., Cheapside, London, E.C.2, is to visit Senegal, Sierra Leone, Liberia, Ghana, and Nigeria in November to discuss trading prospects. Although the parent company is Swiss, they hold the export franchise for a number of important British firms in the electrical, car and engineering industries.

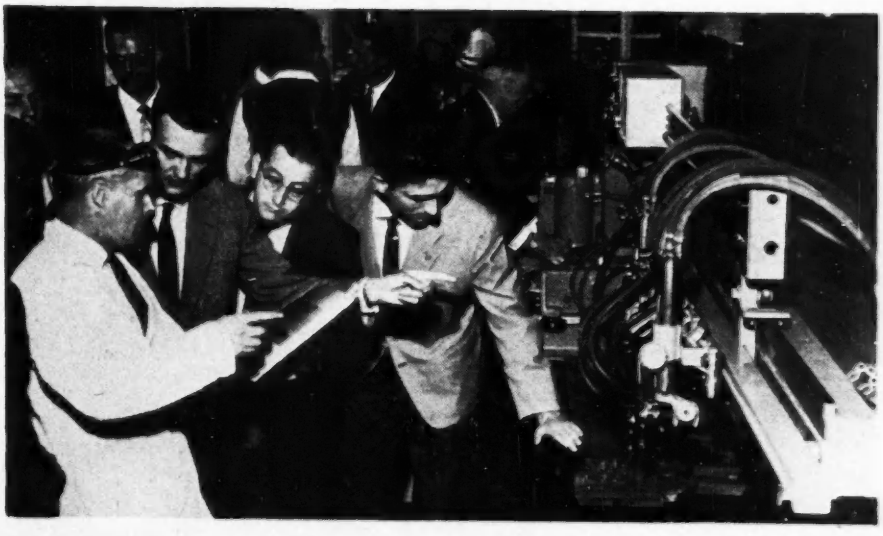
North American trip

Mr. Jack Ashworth, export director of Terrapin Ltd., the Bletchley (Buckinghamshire, England) manufacturers of prefabricated building units, flies into New York next month at the beginning of a three-week visit to North America.

His aim: to meet Americans involved and interested in industrialized building with a view to negotiating manufacturing agreements. He will also be looking for new materials in which the factory-built units might be produced. The Terrapin system of unit building is believed to be the fastest yet devised anywhere in the world. It is based on timber units which form their own protective package for easy transportation and which arrive on site complete with internal and external decoration, glazing, roof and floor coverings.

African tour

On a month's visit to Africa is Mr. Roy S. Tucker of Speedry Products Limited, Beckenham, Kent. Mr. Tucker is seeking retail and industrial distributors for the marking inks and equipment produced by this company, and his itinerary includes Bulawayo, Dar Es Salaam, Nairobi, Entebbe, Khartoum, Lagos and Accra. This journey follows on his successful visit earlier this year to Australia, and marks a further step in the company's policy of expansion in its overseas sales, particularly of its industrial marking equipment. Twenty-five per cent of Speedry products are exported, and the company already has distributors throughout Europe, Asia and Australia.



A group of 16 Spanish graduate engineers from Madrid University, recently visited British Oxygen's Technical Centre at Cricklewood, North London.

Part of a £150,000 order received by South Wales Switchgear Ltd., for shipment to Greece. The order was for 85 large oil circuit breakers for controlling the public electricity supply to the Athens-Pireaus area, the rapidly growing industrial area of Greece. The contract is the largest single order from abroad for this equipment received by the firm during its 21 years' existence.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be prefixed by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that is the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

AUSTRALIA

References to the Special Advisory Authority

DETAILS WERE GIVEN in the *Board of Trade Journal* of March 2, 1962 (page 472) of the Australian Government's decision in accordance with which quantitative restrictions may in future be imposed as an alternative, or as an addition to temporary duties.

A reference has now been made to the Special Advisory Authority in respect of canned fish (Tariff Item 51(C) (4)), excepting herrings (including kipper snacks), pilchards, anchovies, sprats and molluscs.

Details of the Tariff Items under which the above-mentioned goods are dutiable are given below:

Note: Specific rates are shown in Australian Currency £A125 = £100 Sterling

Tariff Item	Goods	British Preferential	Most Favoured Nation	General
51	FISH CRUSTACEANS AND MOLLUSCS (not including soup):			
	(C) Preserved in tins or other air-tight vessels including the weight of liquid contents:			
	*(1) Salmon . . per lb.	1d.	2½d.	4d.
		ad val.	Primage Duty	
		Exempt	Exempt	10%
	*(2) Crustaceans . per lb.	1d.	4d.	4d.
		ad val.	Primage Duty	
		5%	10%	10%
	*(3) Sardines, sild, brisling and similar small immature fish			
	per lb.	1d.	2d.	3d.
		ad val.	Primage Duty	
		Exempt	Exempt	10%
	(4) Other . . per lb.	1d.	3d.	3d.
		ad val.	Primage Duty	
		Exempt	Exempt	10%
	*(5) Canned tuna . per lb.	1s. 2d.	1s. 4d.	1s. 7d.

* These sub-items are shown for information only; they do not form part of the reference.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 42 Leicester Square, London, W.C.2. (Tel. Whitehall 5072.)

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2840 or 3145) quoting reference No. C.R.E. 10493/63.

Tariff Board inquiries

THE AUSTRALIAN Minister for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of:

1. Drawing instruments, being compasses, dividers, set squares, adjustable squares and drawing curves, and protractors (Tariff Items 340(C) and 418(C) (1)); and,
2. Honing machines (Tariff Item 172(B)(3)(b)).

Both these references have been made as a result of representations by local manufacturers.

Details of the Tariff Items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	British Preferential	Most Favoured Nation	General
172	MACHINE TOOLS FOR WORKING METALS OR METALLIC CARBIDES, not being mechanically powered hand tools or gas-operated welding brazing, cutting or surface tempering appliances:			
	(B) (3) Grinding, honing, lapping or polishing machines:			
	(b) Honing machines designed to use honing stones *ad val.*	Free	7½%	7½%
340	(C) Manufactured stationery, n.e.i. (i.e., other than of paper or paperboard); fittings for loose-leaf binders, for files or for stationery books; letter clips; paper clips; indexing tabs (other than of paper or paperboard) . . *ad val.*	17½%	40% Primage Duty	45%
	ad val.	Exempt	5%	10%
418	SCIENTIFIC INSTRUMENTS AND APPARATUS, viz.:			
	(C) (1) Barographs, barometers and barometer movements; calorimeters; cathetometers; dividing engines for graduating bars, tubes and circles; kymographs and time markers; hygrometers; microtones; spherometers; microscopical, mineralogical and blowpipe cabinets (fitted); viscosimeters; vacuum ovens for laboratories; drawing, mathematical and surveying instruments, n.e.i., but not including tripods . . *ad val.*	Free	7½%	7½%

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than October 25.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference Nos. (1) C.R.E. 12065/63 and (2) C.R.E. 12066/63.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch (Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade appears on page vi of the supplement in this issue.

Revision of Customs by-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New and amended by-laws

The following goods will be admitted under the By-law Tariff until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
HOOP AND STRIP, excluding stainless steel whether plain, plated, polished or decorated, otherwise classifiable under Tariff Item 135 (F) (2) or 150	135 (F) (1)	Free
JIGS, but not including drill jigs or drill jig bushes	449 (A) (1)	Free
MACHINE TOOLS for working metals or metallic carbides, viz.:		
Drills (interchangeable tools) composed wholly of a non-ferrous alloy of chromium, tungsten and either or both cobalt or molybdenum	172 (A) (1)	Free
Heads, die, self-opening, but not including chasers		
Heads, tap, collapsible, including taps but not including chasers		
MEDICINES:		
Otherwise classifiable under Tariff Item 285 (A):		
Lecithins, soya bean, combined with pyridoxine	285 (B) (1)	Free
METALS:		
Nickel alloy, provided the nickel content thereof exceeds 35% otherwise classifiable under Tariff Item 138 (B) (2) or 138 (E)	449 (A) (1)	Free
MISCELLANEOUS MACHINES AND APPLIANCES, viz.:		
Compressors, air, portable, of a maximum rated capacity not less than 400 cubic feet of free air delivered per minute at a minimum pressure of 100 lb. per square inch, including when imported with and for use therewith driving units consisting of internal combustion engines direct-coupled to the compressors; first set of spare parts for the compressor proper and first set of spare parts for the direct-coupled internal combustion engine	449 (A) (1)	Free
PAPER AND PAPERBOARD:		
Otherwise classifiable under Tariff Item 335 (G), viz.:		
Manilla, oiled tympan	335 (G) (1) (c)	Free
WOVEN TEXTILE FABRICS:		
Not otherwise classifiable under Tariff Item 482 (B):		
In the grey (i.e. both 'in the gum' or 'boiled off'), composed wholly or in chief part by weight of man-made fibres and not containing wool, in widths exceeding 30 centimetres, having a value for duty not exceeding 20d. per square yard, for use in the manufacture of screen printed or roller printed piece-goods under security, and subject to the following conditions:		
(i) the importer shall be a person to whom the Minister has issued a certificate of registration for the purpose of this By-law;		
(ii) the fabric shall not be used in the printing of labels;		
(iii) the fabric shall not be used in the production of printed fabrics, the pattern of which, in the opinion of the Minister, are such that the printed fabric could reasonably be expected to be used as a lining or interlining	449 (A) (1)	Free
Of cotton or having a textile fibre content in chief part by weight of cotton, printed, otherwise classifiable under Tariff Item 464 (C) (5) (b), being fabrics in which both sides have been covered by printing in not less than three colours on one side and not less than two colours on the other side, for use otherwise than in the making up of male outer garments in a clothing factory	464 (C) (1) (e) (1)	½d. per sq. yd. or 5% *ad val.* whichever rate returns the lower duty.
Of or in chief part by weight of cotton, dyed or coloured, not printed, as follows:		
Fabrics, otherwise classifiable under Tariff Item 464 (C) (5) (b), viz.:		
For use otherwise than in the making up of male outer garments in a clothing factory, viz.:		
Fabrics, multi-coloured woven striped or multi-coloured woven checked	464 (C) (1) (e) (2)	½d. per sq. yd. or 5% *ad val.* whichever rate returns the lower duty.
Suede cloth		
Of cotton or having a textile fibre content in chief part by weight of cotton, printed, dyed or coloured, otherwise classifiable under Tariff Item 464 (C) (6) (a), as follows:		
For use otherwise than in the making up of male outer garments in a clothing factory, viz.:		
Fabrics, multi-coloured woven striped or multi-coloured woven checked	464 (C) (1) (f) (1)	½d. per sq. yd. or 5% *ad val.* whichever rate returns the lower duty.
Printed fabrics being fabrics in which both sides have been covered by printing in not less than three colours on one side and not less than two colours on the other side		
Suede cloth		
Of plain, matt or twill weaves, of cotton or having a textile fibre content in chief part by weight of cotton, otherwise classifiable under Tariff Item 464 (C) (6) (b), as follows:		
Unbleached loomstate, for use as bed sheeting or pillow casing or in the making up of bed sheets or pillow cases, under security	464 (C) (1) (g) (1)	Free
VEHICLE PARTS:		
The By-law relating to vehicle parts under Tariff Item 359 (E) (2), published in the *Board of Trade Journal* of May 24, 1963 (pages 1209-1210) is now amended:		
By adding to the table of goods excluded, when imported separately or otherwise, the following:		
Warning devices.		

Cancelled by-laws

The following goods are removed from the provisions of By-law entry and will now be classified under the substantive item indicated:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
ELECTRICAL:		
Measuring or checking instruments and apparatus:		
Ammeters, general purpose clip-on tong type, operated inductively by the electrical phenomenon under observation	181 (M) (2)	35% *ad val.*
PIPES AND TUBES (non-metallic) for use for electrical insulating purposes of the following compositions:		
Fibreglass	245 (D)	12½% *ad val.*
Textile materials except goods of cotton or chiefly by weight of cotton but not excepting goods of varnished cotton	484 (D)	7½% *ad val.* Primage duty 5% *ad val.*
WIRE:		
Alloys, composed basically of nickel and chromium or of nickel, chromium and cobalt, provided the nickel content or the nickel-cobalt content exceeds 70%	138 (B) (2) or 138 (E)	25% *ad val.* or 17½% *ad val.*
Monel metal and other similar alloys composed principally of copper and nickel provided the nickel content thereof exceeds 20% and the constituents other than copper and nickel do not exceed 5%		
Nickel alloy, consisting principally of nickel and manganese, with or without silicon, provided the nickel content is not less than 94%		
WOVEN TEXTILE FABRICS:		
Of plain matt or twill weaves, of cotton or having a textile fibre content in chief part by weight of cotton, for use in the manufacture of male outer garments, except as linings, interlinings or pocketings, under security	464 (C) (6) (a)	7d. per lb. and 27½% *ad val.*

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.

Black and white prints. *These should be 'action' photographs showing U.K. goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination.*

Photographs of U.K. businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.

Colour photographs. *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

Australia, continued

Details of tariff changes

DETAILS ARE GIVEN below of changes made in the Australian Tariff by Customs Proposals which came into effect on September 26. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties			New Duties		
		British Preferential	Most-Favoured-Nation	General	British Preferential	Most-Favoured-Nation	General
43	Coffee, chicory and other coffee substitutes:						
	(A) Coffee whether or not roasted or freed of caffeine and coffee substitutes containing coffee in any proportion, not covered by sub-item (B):						
	(1) Raw coffee, including such coffee which has merely been kiln dried:						
	(a) As prescribed by Departmental By-laws				Free	Free	Free
	(b) Other than as prescribed by Departmental By-laws for the purposes of sub-paragraph (a), as prescribed by Departmental By-laws per lb.	3d.	3d.	4d.	3d.	3d.	3d.
		(Under former Item 43 (A) (1))					
	(c) Other per lb.				5d.	5d.	5d.
176	(F) (2) Interchangeable tools for hand tools, for machine tools or for power-operated hand tools:						
	(c) Wholly or partly of cemented carbides of types usable with machines, not covered by sub-paragraph (a) or (b):						
	(1) [Bits] – For rotary and percussive rock drills *ad val.*	Free	7½%	7½%		No change	
178	Motive power machinery and appliances (except electric), viz.:						
	(B) Internal combustion piston engines:						
	[(3) Tractor engines:						
	(a) For use in road rollers – on the sparking plugs each	9d.	1s. 1d.	1s. 1d.	*ad val.* 17½%	42½%	42½%
	or *ad val.*	27½%	50%	50%	(Under new Item 178 (B) (3) (a))		
	whichever rate returns the higher duty		Primage Duty				
	ad val.	Exempt	5%	10%		No change	
	on the remainder *ad val.*	17½%	42½%	42½%	(Under new Item 178 (B) (3) (a))		
	(b) Other, as prescribed by Departmental By-laws:				*ad val.*		
	on the sparking plugs each	9d.	1s. 1d.	1s. 1d.	Free	7½%	7½%
	or *ad val.*	27½%	50%	50%	(Under new Item 178 (B) (3) (b))		
	whichever rate returns the higher duty		Primage Duty				
	ad val.	Exempt	5%	10%		No change	
	on the remainder] *ad val.*	Free	7½%	7½%	(Under new Item 178 (B) (3) (b))		
	(3) *Tractor engines:*						
	(a) For use in road rollers *ad val.*	(See former Item 178 (B) (3) (a))			17½%	42½%	42½%
	(b) Other, as prescribed by Departmental By-laws *ad val.*	(See former Item 178 (B) (3) (b))			Free	7½%	7½%
	(C) Parts for internal combustion piston engines, not being electrical starting equipment or ignition equipment:						
	(3) For tractor engines:				*ad val.*		
	[(a) As prescribed by Departmental By-laws – on the sparking plugs each	9d.	1s. 1d.	1s. 1d.	Free	7½%	7½%
	or *ad val.*	27½%	50%	50%	(Under new Item 178 (C) (3) (a))		
	whichever rate returns the higher duty		Primage Duty				
	ad val.	Exempt	5%	10%		No change	
	on the remainder] *ad val.*	Free	7½%	7½%	(Under new Item 178 (C) (3) (a))		
	(a) as prescribed by Departmental By-laws *ad val.*	(See former Item 178 (C) (3) (a))			Free	7½%	7½%
	[(d) Parts, n.e.i., for use in road rollers:				*ad val.*		
	(1) If incorporating sparking plugs – on the sparking plugs each	9d.	1s. 1d.	1s. 1d.	17½%	42½%	42½%
	or *ad val.*	27½%	50%	50%	(Under new Item 178 (C) (3) (d))		
	whichever rate returns the highest duty		Primage Duty				
	ad val.	Exempt	5%	10%		No change	
	on the remainder *ad val.*	17½%	42½%	42½%	(Under new Item 178 (C) (3) (d))		
	(2) Other] *ad val.*	17½%	42½%	42½%			
	(d) Parts, n.e.i., for use in road rollers *ad val.*	(See former Item 178 (C) (3) (d))			17½%	42½%	42½%
180	Electrical and gas appliances, viz.:						
	(H) Sparking plugs and parts therefor:						
	(1) Sparking plugs each	9d.	1s. 1d.	1s. 1d.	9d.	1s. 1d.	1s. 3d.
	or *ad val.*	27½%	50%	50%	27½%	37½%	45%
	whichever rate returns the higher duty		Primage Duty				
	ad val.	Exempt	5%	10%			
	(2) Insulating parts of electrical porcelain and the like [for sparking plugs] *ad val.*	20%	27½%	27½%	27½%	35%	40%
363	Musical instruments, parts and accessories; music boxes:						
	(A) Military band and orchestral musical instruments, viz.: bassoons; baritones; bombardons; bugles; clarionettes; cornets; cornophones; cor anglais (wood); cymbals; cor tenor (brass); contra bassoon (brass); doblophones; [drums]; double basses; euphoniums; flutes; fifes; harps; horns; viz., flugel, french, keonig tenor, and vocal ballad; musette; oboes or hautbois; piccolos; saxophones; trombones; trumpets; tubas; triangles; violins and violincellos; bagpipes; flagelets *ad val.*	Free	12½% Primage Duty	12½%	Free	7½%	7½%
					(Under new Item 363 (G) (3) (a))		
	ad val.	Exempt	5%	10%	20%	30%	40%
					(Under new Item 363 (G) (3) (b))		
	(G) Other musical instruments:				No change		
	(3) *(New paragraph) – Drums:*						
	(a) As prescribed by Departmental By-laws *ad val*	Free	12½% Primage Duty	12½%	Free	7½%	7½%
	(b) Other *ad val.*	Exempt	5%	10%	20%	30%	40%
		(Under former Item 363 (A))					
475	TEXTILE GOODS, viz.: textile fabrics impregnated or coated with preparations of cellulose derivatives or of other artificial plastic materials, not covered by item 471 and not being floor coverings:						
	(D) Other:						
	(1) *Foam or cellular coated. – To be dutiable at a rate ascertained by determining the rate of duty which would apply to the textile fabric (or if more than one textile fabric to the higher or highest rated textile fabric) if such were to be imported not foam or cellular coated* *ad val.*	Free	7½%	7½%	See under column headed – 'Goods'		
		(Under former item 475 (D))					
	(2) *Other* *ad val.*		No change		Free	7½%	7½%
		(Under former Item 475 (D))					

Note: Specific rates are shown in Australian currency: £A125 = £100 Sterling.

Decisions on tariff classifications

THE AUSTRALIAN Department of Customs and Excise have announced the following decisions on the application of the Australian Tariff:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
COOLERS:		
Dairy:		
Having a built-in refrigerating unit . . .	175 (B) (2)	30% *ad val.*
Otherwise – to be dutiable under the item applicable to the dairy cooler proper and any refrigerating unit as if imported separately.		
DEPRESSORS:		
Tongue:		
Wooden	303 (A)	22½% *ad val.* Primage duty 5% *ad val.*
PAPER AND PAPERBOARD:		
Paper-making material:		
Pulp derived by mechanical or chemical means from any fibrous vegetable material, not including filter blocks of paper pulp irrespective of size or shape, articles of paper pulp or cotton linters . . .	334 (A)	Free
NOTE: This pulp consists essentially of cellulose fibres obtained from various vegetable materials, or from waste textiles of vegetable origin.		a
Pulp made from cotton linters which is to be used for manufacturing paper is not excluded from Item 334 A. Goods excluded from this item are *inter alia*, articles of cotton linters. Rough sheets of cotton linters, pulp for paper-making are not regarded as articles.		
STARCH:		
Etherified starches and products derived from the etherification of starch	97	1½d. per lb. Primage duty 5% *ad val.*

Note: Specific rates are shown in Australian currency: £A125 = £100 Sterling.

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NEW ZEALAND

Customs tariff inquiry

THE NEW ZEALAND Tariff and Development Board has announced that it is considering an application for a reduction in the following rates of duty:

Item Number	Tariff and Statistical Item	British Preferential	Most-Favoured-Nation	General
664.910.4	Multiple-walled insulating glass	22½%	40%	60%
Ex 665.890.9	Articles of glass, n.e.i.: Toughened glass door assemblies including metal fittings imported as complete units. Handles of metal, wood, etc., included in above	22½%	40%	60%

Typewritten statements of evidence (ten copies of which are required) should be lodged with Mr. N. V. Farrant, Secretary, Tariff and Development Board, P.O. Box 5070, Wellington, New Zealand, not later than October 31, 1963. 'Notes for the Guidance of Witnesses' which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at Board of Trade, Room E.54, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement 1959 they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry. The Trade Associations thought to be interested in the above have been informed.

Firms proposing to give independent evidence through their agents in New Zealand and wanting further information should approach the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2611), quoting reference CRE 12078/63.

Any British trade association or firm proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, of their intention.

SARAWAK

Pioneer Industries Ordinance

THE BOARD OF TRADE have received a copy of the Pioneer Industries (Encouragement) (Frozen Crustacea) Order, 1963, which declares that:

(a) the manufacture in Sarawak of frozen crustacea, which includes shrimps, prawns, crabs and lobsters, is a pioneer industry; and
(b) frozen crustacea manufactured in Sarawak are pioneer products.

In this Order 'frozen' means the freezing by mechanical means either by refrigerated air or contact plates at temperatures no higher than minus twenty-five degrees fahrenheit.

Further inquiries about the Pioneer Industries legislation should be made to Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2317), quoting reference CRE 582/2/G.

SABAH (NORTH BORNEO)

Exemption from payment of customs duties

THE BOARD OF TRADE have received from Sabah (N. Borneo) a copy the Customs Duties (Exemption) (Amendment) Order, 1963, which amends Table I of the Customs Duties (Exemption) Order, 1961, mentioned in the *Board of Trade Journal* of January 26, 1962 (page 190) by adding the following new items:—

3A. All goods imported by members of the staff of the British High Commission who are:—
(a) stationed or to be stationed in North Borneo or Sarawak; and
(b) of the rank of Second Secretary or above.

3B. Personal effects and household goods, including one motor car, imported within six months of first arrival in North Borneo by members of the staff of the British High Commission who are:—
(a) stationed or to be stationed in North Borneo; and
(b) below the rank of Second Secretary:

Provided that if any article imported free of duty under this item is sold or otherwise disposed of in North Borneo, duty shall be paid on it at the rate and value prevailing at the time of disposal.

REPUBLIC OF SOUTH AFRICA

Customs tariff application

GOVERNMENT NOTICE No. 632 published in the Republic of South Africa *Government Gazette* of September 20, states that the Board of Trade and Industries have received a proposal from the Commissioner of Customs and Excise that, in order to facilitate administration and to eliminate certain anomalies pertaining to the existing provision under tariff item 129(1), the following be substituted for the item:

	Minimum	Duties Intermediate	Maximum
Motor cars and motor vehicles commonly known as country sedans, estate cars, safari vans and station wagons and similar dual purpose and general purpose motor vehicles: All excluding radio apparatus but including rubber pneumatic tyre covers and tubes	—	35%	—
	and in addition for each exceeding	R.1,000 f.o.b. vehicle	full value per R.100
	—	2%	—
	and, furthermore, for each exceeding	2,500 lb. weight per vehicle	full 100lb.
	—	1%	—
	with a maximum of	100%	—

The Commissioner also suggests the simultaneous substitution of the following for the provision under item 12 of the Excise tariff:

	Duty
Motor cars manufactured in the Republic	11 cents. per lb. and in addition for each 50 lb. or part thereof exceeding 3,700 lb. per motor car 2 cents per lb. on the full weight per vehicle but with a maximum of R.3,500 per car.

Any British interests desiring further information on the above proposals should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference CRE 12062/63.

Customs tariff applications

CUSTOMS TARIFF Application List No. 351 published in the Republic of South Africa *Government Gazette* of October 4, states that the Board of Trade and Industries has received the following applications affecting the Republic's Customs Tariff:

For an increase in duty on:

1. Electric overhead travelling cranes, electric crabs for overhead travelling cranes of an f.o.b. price exceeding R.4,000; driving units, electric motorised, whether longitudinal or cross-traverse for overhead travelling cranes of an f.o.b. price exceeding R1,500; and electric hoists and electric lighting blocks of an f.o.b. price exceeding R1,500 to 20 per cent *ad valorem*.
2. Gummed paper in sheets to 30 per cent *ad valorem*.

Where British trade organizations are thought to be interested in the above applications they are being informed and it is suggested that any British firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization should get in touch with that body in the first instance.

Firms proposing to make independent representations to the South African Authorities and desiring further information relating to the above should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference (1) CRE 12349/63; (2) CRE 12350/63.

Customs tariff classification

GOVERNMENT NOTICE No. 630 published in the Republic of South Africa *Government Gazette* of September 20, reproduces Amendment List No. 56 to the Customs Tariff Guide. Consequential Customs changes are as follows:

Neoprene sleeving for electric cable insulation has been transferred from tariff item 119 (a) to item 253 (1) (d). The duty becomes 15 per cent *ad valorem*, with a minimum of 665 cents per 100 lbs., in the intermediate column and 20 per cent *ad valorem*, with a minimum of 750 cents per 100lbs. in the maximum column, instead of free of duty from Britain and 5 per cent *ad valorem* from all other sources as previously.

Palladium, a precious metal, has been transferred from tariff item 335 to item 91 (6). The duty becomes 10 per cent *ad valorem* from all sources instead of 20 per cent *ad valorem* as previously.

Pulnuts for motor vehicle engines are now included in tariff item 87 (4) (Nuts and Bolts – of metal). The duty becomes 20 per cent *ad valorem* or 200 cents per 100 lbs. (intermediate column) and 50 per cent *ad valorem* or 200 cents per 100 lbs. (maximum column) whichever duty shall be the greater in each case.

Pens - advertising, for writing or drawing - lithographed or embossed previously regarded as advertising matter under tariff item 296 (h) (iii) at a duty of 20 per cent *ad valorem* or 5 cents per lb. whichever duty shall be the greater, from all sources have been transferred to tariff item 297 (1) (c), if of the ball-point type, the duty being 15 per cent *ad valorem* with a minimum of 20 cents per dozen from all sources, and to tariff item 297 (1) (g) if of other types at a duty of 20 per cent *ad valorem* from all sources.

Puzzles, crossword, in book form, previously classified as printed matter under tariff item 296 (k) at a duty of 20 per cent *ad valorem* or 5 cents per lb., whichever duty shall be the greater, from all sources, have been transferred to item 284 (1) (e) and are now free of duty from all sources.

Customs tariff change

GOVERNMENT NOTICE No. R.1498 published in the Republic of South Africa *Government Gazette* of September 27, sets out the following amendment to the Customs Tariff with effect from that date.

Tariff Item	Article	Minimum Duty	Intermediate Duty	Maximum Duty
93	By the substitution, for sub-paragraph (b) of paragraph (1), of the following sub-paragraph: (b) Wheels (of a kind used with pneumatic tyres): (i) With rim sizes not exceeding 5·5 inches; parts thereof	Cents — with a minimum of — per lb.	Cents 20%	Cents —
	(ii) Other	—	Free	—

PORTUGUESE EAST AFRICA (MOZAMBIQUE)

Liquidation of Indian assets

H.M. CONSULATE-GENERAL in Lourenço Marques have reported that the impending liquidation of the following Indian businesses has been announced. Claims against their assets must be submitted by November 4.

District of Lourenço Marques
Dhirajlal Pragji
Govindgy Davane
Bringy Devgy
Gokaldas Govindji
Narandas Veljee
Gordandas Veljee
Jivan Bhana Patel
Harishchandra Jivanji Madhavbhai
Manharlal Jivanji Madhavbhai

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel.: Trafalgar 8855, Ext. 3082).

GHANA

Applications for import licences

NOTICES TO IMPORTERS Nos. 223, 224, 227, 228 and 229 published in the Ghana *Commercial and Industrial Bulletin* of September 27, advises parties concerned that applications may now be submitted for licences to import the items given below for the period January-December 1964. The dates by which applications must reach the Controller of Imports and Exports are also given.

No.	Goods	Date by which applications must be received
223	Machinery, spares, raw materials, etc., for manufacturers	November 1, 1963
224	Rice, flour of wheat, cube sugar and granulated sugar	October 28, 1963
227	Petroleum products required by oil companies	October 19, 1963
228	Textiles, clothing and footwear	October 26, 1963
229	Unmanufactured tobacco	October 26, 1963

Full details of the provisions of these notices may be obtained from Export Services Branch. (Tel. City 5757, Ext. 472.)

Extension of import licences

NOTICE TO IMPORTERS No. 226 published in Ghana, informs importers that import licences (other than those issued for capital equipment) expiring on December 31, 1963, will not be extended to 1964. Importers are therefore advised to arrange for all shipments against valid 1963 licences to be effected before the expiring date.

Exchange Control Act, 1961 overseas advertising

THE EXCHANGE CONTROL Committee of Ghana have announced in the *Commercial and Industrial Bulletin* of September 20, that with effect from October 1, all advertising agencies, corporations, educational institutions, Government institutions and persons wishing to place any advertising abroad must submit formal applications on Exchange Control Form B.3 to the Exchange Control before any financial commitments are entered into with overseas advertising agencies.

Furthermore, any advertising agency or media owners, Government institutions, and the business community wishing to use the services of any overseas artist, studio facilities or placing orders for print abroad must submit formal applications on Exchange Control Form B.3 to the Exchange Control before entering into any financial commitments outside the country.

LEBANON

Import licensing regulations

THE LEBANESE authorities have announced the following:

1. The tax on imported sugar has been reduced and is now fixed at one Lebanese piastre per kilogramme of white sugar and half a Lebanese piastre per kilogramme of brown sugar.
2. The use and import of all sorts and forms of the medical product Bioprotin is banned.
3. Acetic acid and its anhydride is now subject to the import licensing system.
4. Garlic has been added to the list of goods for which a licence is required.

Inquiries about this notice should be addressed to the Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460.)

SIERRA LEONE

Notice to importers

GOVERNMENT NOTICE No. 942 published in the *Sierra Leone Gazette* September 19, announces that, with effect from November 1, all Certificates of Origin in respect of goods for which admission under the Preferential Tariff is claimed, and which are not combined with Certificates of Value on Invoices as provided for in Rule 5 (1) of the Customs Tariff Rules, will carry the Suppliers' or Manufacturers' letter head at the top of such Certificate and his seal or stamp against his signature or that of his representative at the bottom. This notice also announces that Government Notice No. 832, published in the *Board of Trade Journal*, September 13 (page 606), will also apply to such cases where such Certificates of Origin are combined with Certificates of Value on invoices.

Invoices of imported goods

SIERRA LEONE Government Notice No. 832 published in the Sierra Leone *Gazette* on August 15, 1963, announced that with effect from November 1, 1963 all invoices in support of goods imported into Sierra Leone must bear the suppliers or manufacturers letter head at the top and his seal or stamp against his signature or that of his representative at the bottom (see *Board of Trade Journal* September 13, page 606).

The Sierra Leone Comptroller of Customs and Excise has informed the British High Commission in Freetown that in instances where overseas suppliers export only occassional or isolated consignments to Sierra Leone, and when the price of overprinting invoices with the supplier's letter head is therefore prohibitive, he would be prepared to accept invoices not so overprinted; *provided* that every such invoice was accompanied by the supplier's own invoice, bearing his letter head and his seal or stamp against his signature or that of his representative, and a certification as follows:

> 'We hereby declare that this commercial invoice is in support of the attached certified invoice No. . . . . and that the particulars shown on the certified invoice are true and correct in every detail'.

The Comptroller of Customs has however emphasised that this concession will only be made in the circumstances referred to above, and he reserves the right to require any supplier to comply with the requirements of Government Notice No. 832.

MALAGASY REPUBLIC

Global quotas for the second half of 1963/4

THE *Journal Officiel* of the Malagasy Republic dated September 14, published details of the global quotas for the period September 14, 1963, to March 14, 1964. These are given below:

1. List of goods for which quotas are administered by the Department of Economic Affairs, External Trade Service:

Quota No.	Tariff No.	Description	Quotas (In French Francs)	Remarks
1	04-01 and 02	Milk	21,600	Reserved for industry and medical usage.
5	17-02–90	Sugar and confectionery	7,000	Reserved for industry.
6	01	Live animals		*Malt* and *hops* reserved for industry.
	03-02 and 03-03	Fish, molluscs and crustaceans		
	06-01 and 02,07,11-07, 12-06	Bulbs, onions, tubers, and other live plants and roots, edible vegetables, plants and roots, malt, hops	430,000	
	13-03-39	Agar-Agar and other natural mucilages and thickeners extracted from vegetable materials		
	Ex 15 and 09-04	Fats and oils excepting edible fats and oils, and white pepper		Fats, oils and pepper reserved for food canneries.
	16-04	Tinned fish	639,200	Reserved for catering trade.
7	24-01	Raw tobacco	187,500	Reserved for industry.
	24-02	Manufactured tobacco	416,700	
8	25-23	Hydraulic cements		*Hydraulic cement, coal, lignite* and *coke* reserved for industry.
9	25-20	Gypsum		
	27-01, 02, 04	Coal, lignite and coke	666,600	
	73 except 73-38	Iron, cast-iron and steel, except kitchenware		
	74 to 81	Non-ferrous metals		
10	27-09 to 27-16	Petroleum products	14,312,500	
11	30, 32-05	Pharmaceutical products, colouring matters	491,700	
	38-11	Insecticides	283,300	
12	39	Plastics materials	208,300	Reserved for industry and end users.
13	40	Rubber, tyres, inner tubes, etc.		
14	28	Inorganic chemical products		
	31	Fertilizers		
	32 except 32-05	Tanning and dyeing extracts, except colouring matters	725,300	
	34-02-09	Organic surface-active agents		
	34-07	Dental wax		
	37-02	Film in rolls, sensitized, unexposed		Reserved for radiographic films for the Health Service.
	38 except 38-11	Various chemical products, except insecticides		
	36-06	Matches	379,200	
15 and 16	55-07 to 09, except			
	55-09-17	Woven fabrics of cotton, except unbleached, weighing less than 500 grammes per square mt.	700,000	Reserved for use of machine operated clothing factories employing more than 10 people and for co-operatives.
	56-07	Synthetic and artificial fibres (discontinuous)		
	62-01	Blankets and travelling rugs		
19	82	Tools and cutlery		Reserved for industry and end users.
	83	Miscellaneous comm on metal manufactures	130,000	
20		Articles of quota No. 20 in List 2 below	656,000	
21	Ex 84	Non-electrical machinery and apparatus		
	Ex 85	Electrical machinery and apparatus		
	86	Railway equipment		
	88	Aircraft and parts	4,554,200	
	89	Ships and boats		
	Ex 90	Optical, measuring, checking, precision, medical and surgical instruments and apparatus		
	94-02	Medical and surgical, dental and veterinary furniture		
23	87-09 to 87-13	Cycles, motor cycles and spare parts	111,000	
24	44-03, 04 and 05	Wood in the rough, roughly squared, or sawn, sliced, etc.		Reserved for the conduct of administrative markets of public interest; reserved for industry.
	48	Paper and paper-board manufactures		
	49	Books, newspapers, periodicals, pictures, etc.		
	51 except 51-04	Synthetic or artificial textiles (continuous)	4,024,100	
	55-05 and 06	Cotton yarn and thread		
	56-05 and 06	Yarn of man-made fibres (discontinuous or waste) not for retail sale.		Reserved for industry and end users.
	57-03	Jute, raw or processed but not spun		
	65-01 and 02	Hats, hat shapes and bodies		
	70	Glass and glassware		Reserved for government use and industry.
	96	Brushware		
	69, except 69-11, 12 and 13	Other ceramic products, except ceramic vessels and kitchenware		
	50	Silk	76,200	
	51-04	Synthetic or artificial woven fabrics, continuous (including woven fabrics of monofil or strip, of tariff heading 51-01 or 51-02)	144,300	Reserved for use of machine-operated clothing factories employing more than 10 people, and for co-operatives.
	53	Wool, animal and horse hair		
	54	Flax and ramie		

Malagasy Republic, continued

2. List of goods for which quotas are administered by the Provincial Departments of Economic Affairs

Quota No.	Tariff No.	Description	Quota Values (French Francs) 100%	Diego-Suarez 10%	Fianarantsoa 19%	Majunga 13%	Tamatave 18%	Tananarive 30%	Tulear 10%
		A. General Goods:							
1	04-01 to 04-04	Dairy produce, milk, butter, cheese	383,400	38,340	72,846	49,842	69,012	115,020	38,340
3	22-03	Beers	287,500	28,750	54,625	37,375	51,750	86,250	28,750
4	22-05	Ordinary and sparkling wines; liqueur wines	216,700	21,670	41,173	28,171	39,006	65,010	21,670
	22-08 and 09, except 22-09-55, 56, 61, 62	Alcohols and liqueurs, other than whisky and gin							
		Whisky and gin							
5	17, except 17-01	Other sugar and confectionery	43,800	4,380	8,322	5,694	7,884	13,140	4,380
	18	Cocoa and cocoa preparations							
	19	Preparations of cereals, etc.							
6	04-05 and 04-06	Eggs and honey	277,800	27,780	52,782	36,114	50,004	83,340	27,780
	09-02	Tea							
	09-03 to 10	Mate and spices							
	Ex 15	Oils and fats, except edible oils and fats							
9	73, except 73-38	Iron, cast-iron, steel	416,700	41,670	79,173	54,171	75,006	125,010	41,670
	74 to 81	Non-ferrous metals							
14	34-04	Polishing waxes and creams for shoes, metal polishes, etc.	83,000	8,300	15,770	10,790	14,940	24,900	8,300
	34-07	Modelling clays, pastes							
	37	Photographic and cinematographic products							
	35	Albumenoidal substances and glues							
17 and 18	36 except 36-06	Explosives and explosive powders, except matches							
	60	Knitted and crochetted goods	123,800	12,380	23,522	16,094	22,284	37,140	12,380
	61	Clothing and accessories							
	62-04	Tarpaulins, sails, blinds, tents and camping goods							
19	73-38	Domestic ware	588,800	58,880	111,872	76,544	105,984	176,640	58,880
	82	Tools and cutlery							
	83	Miscellaneous manufactures in common metals							
20	81-11, 93, 84-12, 13, 15, 17, 09, 21, 30, 41, 84-20, 84-40, 84-51 to 53	Ventilators, domestic refrigeration, air conditioning and heating apparatus; instruments and apparatus for weighing, domestic washing machines	1,777,300	177,730	337,687	231,049	319,914	533,190	177,730
	Ex 90-10	Typewriters, calculating machines, cash registers, duplicators, photocopying machines; and spare parts							
	Ex 84, 85-06, 07, 10 and 12	Other consumer goods of chapter 84							
		Electromechanical domestic appliances							
	85-03, 85-15, 85-20	Electric batteries, domestic radio apparatus and spare parts, incandescent lamps and tubes, lenses, spectacles, spectacle frames, opera glasses							
	90-01 to 90-05, 90-07 to 90-09								
	Ex 90	Photographic and cinematographic apparatus							
	91, 93	Other consumer goods, of chapter 90, watches and clocks, arms and munitions, except those for military use							
	Ex 84-41	Domestic sewing machines	200,000	20,000	38,000	26,000	36,000	60,000	20,000
24	23	Residues and wastes from food industries, prepared animal fodder	2,509,500	250,950	476,805	326,235	451,710	752,850	250,950
	42	Leather goods, etc.							
	44	Wood and wood articles, except tropical essences							
	45	Cork and cork products							
	48	Paper and paperboard, and products thereof							
	51, except 51-04	Man-made fibres, continuous, excluding woven fabrics							
	55-06	Cotton yarn put up for retail sale							
	58	Carpets, tapestries, mats, velours, etc.							
	59	Waddings and felts, etc.							
	62, except 62-01-03 and 04	Other made-up textile articles except blankets, jute bags, sails, blinds, etc.							
	64, 65	Footwear, umbrellas							
	68	Articles of stone, etc.							
	69-11	Ceramic vessels and articles of kitchenware, and porcelain, and other ceramic products							
	71, except 71-83 and 16	Pearls and precious stones, etc., except synthetic stones and imitation jewellery							
	70, 92	Glass and glassware, musical instruments							
	94, except 94-02	Furniture and beds, except medical and surgical furniture							
	97	Toys, games and sports goods							
	98	Miscellaneous products							
	69, except 69-11, 12, 13	Other ceramic products, except vessels and kitchenware	228,800	22,880	43,472	29,744	41,184	68,640	22,880
	50	Silk	337,500	33,750	64,125	43,875	60,750	101,250	33,750
	51-04	Textiles of man-made fibres, continuous							
	53	Wool and other animal hair							
	54	Flax and ramie							

Quota No.	Tariff No.	Description	Quota Values (French Francs) 100%	Diego-Suarez 10%	Fianarantsoa 16%	Majunga 13%	Tamatave 15%	Tanararive 26%	Tulear 20%
		B. Fabrics:							
15 and 16	55-07 to 55-09, except 55-09-17	Cotton woven fabrics, except unbleached, weighing less than 500 grammes per square metre:	5,060,400	506,040	809,664	657,852	759,060	1,315,704	1,012,080
	56-07	Synthetic and artificial fibres (discontinuous)							
	62-01	Blankets and travelling rugs							

Application for quotas should be made between 7th and 14th October, 1963.

The following conditions apply to list 2 above:

In each Province the use of global quotas for the undernoted commodities may not exceed the percentages shown:

Quotas Nos. 15 and 16 all commodities imported from Far Eastern countries 35%

" " 17 and 18 clothing, accessories etc. imported from Far Eastern countries 40%

Quota No. 19 all commodities imported from Far Eastern countries 50%

Quota No. 20 Radio Sets; watches and clocks imported from all sources 10%

" " 24 other articles, manufactured, imported from all sources 5%

" " 24 shoes from all sources 3%

" " 24 Umbrellas from all sources ... 3%

The French text of this announcement may be seen at Export Services Branch, Board of Trade, Room E38, Hillgate House, Old Bailey, London, E.C.4.

ICELAND

Announcement about foreign loans and imports on credit

THE FOLLOWING is a translation of an announcement by the Icelandic Ministry of Commerce which appeared in the edition of the *Official Gazette* dated September 18.

In accordance with articles 8 and 9 of regulation No. 79 of 1960 concerning arrangements for currency and import matters, etc., the Ministry of Commerce have made the following decision:

1. It shall be permitted to import all kinds of goods, other than those listed below, on credit terms of up to three months provided that the importers have previously arranged with the National Bank (Landsbank) or the Fisheries Bank (Utvegsbank) about the arrangements for payment for the goods.

Customs No.	Type of goods
84.15.30	Refrigeration equipment for domestic use only, electrically operated.
84.18.21	Spin driers, for domestic use only.
84.19.01	Dish washers "
84.40.12	Ironing machines "
84.40.20	Washing machines "
85.06.01	Vacuum cleaners.
85.06.02	Mixing machines.
85.06.03	Other electrically driven kitchen appliances.
85.06.09	Other electrical household equipment.
85.07.02	Electric razors with built-in motors.
85.12	Electric cookers, electric fires, electric radiators, electric hairdressing appliances, and other electrical heating appliances.
85.15.10	Television receivers, also those with built-in gramophone and/or radio receivers.
85.15.20	Radio receivers, also with built-in gramophone.
87.02.11-12	New and used passenger cars other than for use as taxis.
87.02.36	Vans for purposes other than for hire.
87.02.37	Vehicles of the Land Rover type.
87.02.39	Certain types of motor vehicles.
87.09.00	Motor bicycles and mopeds, also with sidecars; sidecars for motor bicycles and cycles.
92.11.01	Gramophones and record players.
92.11.02	Tape recorders and players.

2. It is not permitted to import goods on three to twelve months' credit without special permission which the National Bank and the Fisheries Bank can give according to further decisions by the Ministry of Commerce. Those importers who are considering goods on such credit terms must obtain the permission of these banks before the goods are sent from abroad.

3. For imports on up to twelve months' credit it is forbidden that the credit term begins later than the day on which the goods arrive in the country.

4. It is not permitted to take loans or to make agreements concerning credit for up to twelve months for purposes other than the purchase of goods except by special permission which the National Bank and the Fisheries Bank can grant according to further decisions by the Ministry of Commerce.

5. Credit terms which are not in accordance with this announcement but which the importers can show have been arranged before it came into effect, according to the regulations then in force, providing for credit terms of up to twelve months, shall remain valid provided that the goods concerned be customs cleared before October 20, 1963, and the credit term commence not later than the date of arrival of the goods in the country.

6. It is not permitted to take a loan abroad or to accept credit for a period longer than one year, except with the agreement of the Government. Those considering taking such loans or accepting such credit shall make application to the National Bank or the Fisheries Bank.

This decree takes effect immediately. At the same time the Ministry of Commerce decree on the same subject dated May 31, 1960, becomes invalid.

Birmingham's trade mission to Sweden

SPEAKING at a press reception in Stockholm on October 6, Mr. A. J. Adams, the leader of the Birmingham Chamber of Commerce mission to Sweden said that the mission – a working party of 27 directors and sales managers from 24 Birmingham companies – was in the country to explore the sales potential for their products and to establish contact with new customers and their agents.

'We have chosen to come to Sweden for two reasons' he said. 'In the first place, the market in your country, both for industrial and consumer goods, is highly competitive. We have lost ground over here in recent years to West Germany in particular, but we are determined to regain our position as your leading supplier. This year we have already improved on last year's trade figures – in the first six months of 1963 the British share of the Swedish market has risen to 15 per cent whereas the West German share has fallen to 21 per cent. In the second place, we are here to give a guide to any Swedish businessmen visiting our city to buy or sell.'

He said that the interests of the group ranged from accessories for the motor industry, to scales and weighing machines, to silverware, electric kettles and kitchen equipment.

EUROPEAN COMMUNITIES

Further translations of the Communities Regulations

THE FOLLOWING FURTHER translations of the Communities Regulations are now available from H.M. Stationery Office, Kingsway, London, W.C.2, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage should be addressed to H.M. Stationery Office, P.O. Box 569, Cornwall House, London, S.E.1:

European Economic Community

Regulation No. 45/63	To abolish the additional amount of the levy on poultry eggs in shell laid down in the Commission's Regulation No. 41/63.	Price 5d.
Regulation No. 46/63	Laying down the additional amount of levy on imports from third countries of slaughtered hens and chickens.	Price 5d.
Regulation No. 47/63	To amend Regulation No. 9 on the European Social Fund.	Price 8d.
Regulation No. 56/63	Embodying exceptions to certain provisions of the Council's Regulations Nos. 20, 21 and 22.	Price 8d.
Regulation No. 58/63	Fixing the standard amounts of levies in respect of cereals, flour, groats and meal for the 1963-64 marketing season.	Price 5d.
Regulation No. 61/63	To continue the levies and sluice-gate prices laid down in implementation of the Council's Regulations Nos. 20, 21 and 22.	Price 8d.
Regulation No. 64/63	On the percentage factors to be applied in adjustment of officials' remuneration and pensions.	Price 5d.
Regulation No. 65/63	Fixing reference prices for pears.	Price 5d.
Regulation No. 67/63	Fixing reference prices for mandarines and clementines.	Price 5d.
Regulation No. 70/63	Fixing reference prices for sweet oranges.	Price 5d.
Regulation No. 71/63	Limiting the amount of the refund payable on re-exports of cereals.	Price 5d.

The European Atomic Energy Community

Regulation No. 3/63/Euratom	On the percentage factors to be applied in adjustment of officials' remuneration and pensions.	Price 5d.

FRANCE

Global quota for seed potatoes

THE FRENCH *Journal Officiel* of October 2 announced the opening of the quota for the import of seed potatoes (Tariff No. 07.01 A Ia) for the period up to and including June 30, 1964.

The quota is fixed at 22,000 metric tons, of which 12,000 metric tons are reserved for the import of early potatoes, and the remaining 10,000 metric tons for the import of floury potatoes.

Import licences will be valid for 30 days from the date of issue. Applications for licences should be made as set out in the *Journal Officiel* of October 2.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

BELGIUM

Transmission tax surcharge on imported goods

A BELGIAN Royal Decree dated September 10, 1963 (*Moniteur Belge* No. 188, of September 19), makes the following change in Transmission Tax Surcharge payable on certain imported goods.*

The Decree came into force on September 20, 1963.

Benelux Tariff No.	Description	Basic Transmission tax	Transmission tax surcharge on imported goods	Effect of Decree of September 10, 1963
		Per cent	Per cent	Per cent
ex 84.51 A	Typewriters:			
	ex Non-electric, portable	6	5	No change
	ex Other	6	Nil	—5

Note:

The Transmission Tax Surcharge is additional to the basic Transmission Tax.

This surcharge is levied on certain specified imported goods in order to remove or reduce any difference in burden that may arise between taxation on imported goods and taxation on goods manufactured in Belgium.

*A previous notice was published in the *Board of Trade Journal* of April 4, 1963, page 810.

BARBADOS

Exemptions from import duty

THE BOARD OF TRADE have received copies of Orders which amend the Second Schedule of the Barbados Customs Tariff Act 1921 (Table of Exemptions from Import Duty) by inserting the following:—

(1) Shrimp trawlers, equipment and all other articles, except such equipment and articles as may be available locally, which are proved to the satisfaction of the Comptroller of Customs to have been imported for use exclusively in the shrimp industry, on the certificate to that effect of the importer.

(2) Materials to be used in the manufacture of containers, other than such materials as the Governor-in-Executive Committee may for the purposes of this paragraph declare by notice published in the *Official Gazette* to be obtainable in the Island, which are proved to the satisfaction of the Comptroller of Customs to have been imported by or on behalf of a person or company in this Island engaged in the manufacture of paint in a factory employing not less than six persons, on the certificate of such person or in the case of a company, on the certificate of the Secretary of such company, that such materials are imported for use exclusively in the packaging of paint within such factory, subject to and in accordance with the conditions specified in the Customs Duties (Materials for the manufacture of containers for the marketing of Paint) Order, 1963.

(3) Materials imported into the Island to be used exclusively for smocking, embroidery and other types of handwork by the Handicrafts Section of the Social Welfare Department for subsequent re-export, on the certificate to that effect of the Social Welfare Officer.

(4) Containers, labels and packaging materials, other than such containers, labels and packaging materials as the Governor-in-Executive Committee may for the purposes of this paragraph declare by notice published in the *Official Gazette* to be obtainable in the Island, which are proved to the satisfaction of the Comptroller of Customs to have been imported by or on behalf of a person or company in this island engaged in the manufacture of medicinal and pharmaceutical products in a factory employing not less than six persons, on the certificate of such person or, in the case of a company, on the certificate of the Secretary of such company that such containers, labels and packaging materials are imported for use exclusively in the manufacture of medicinal and pharmaceutical products within such factory, subject to and in accordance with the conditions specified in the Customs Duties (Containers, Labels and Packaging Materials) Order, 1963.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35, Old Bailey (Tel.: City 5757, Ext. 471).

PERU

Increase in import duties

BY PERUVIAN Supreme Resolutions 108 and 109, published in the Official Gazette of September 6, the specific rates of import duty payable on the following items of the Peruvian Customs Tariff are to be increased to the amounts shown *with effect from December 5, 1963.*

Tariff No.	Descriptions	Specific Duties
		In Soles per Kilo gross
772	Joiners' glue in powder form, of any kind, including that with a base of casein	1·30
799	Waterproofing and hardening products for concrete floors and walls, in solid, plastic or liquid form	3·00
805	Special preparations, in paste or liquid form, for the removal of paints and varnishes	1·00
935	Black unpigmented bituminous varnishes, with hydrocarbon medium	10·00
935 A	Insulating varnishes for electrical use	8·00
936	Oleoresinous varnishes in general, coloured or not, including those with a base of oil of turpentine	18·00
937	Volatile varnishes in general, coloured or not, consisting of natural or artificial gums, of resins and of volatile solvents, including varnishes with a base of alcohol	18·00
938	Colourless varnishes with a base of cellulose nitrate and the like, including adhesive cements and varnishes in collapsible tubes or other containers	18·00
940	Paints, common, in powder, with size or casein, to be prepared with water, in containers of all kinds	8·00
941	Paints, common, prepared with water, in paste or liquid form, in containers of any kind	9·00
942	Paints in paste form, white or coloured, with a base of oil and of emulsified resins, to be diluted in water	10·00
943	Paints in paste form, with oil, white or coloured	10·00
944	Basic pigments such as Prussian blue, vermilions, chrome colours, ultramarine blue and the like, in the form of concentrated oily paste, for preparing and tinting paints	20·00
946	Paints prepared with oil, liquid, without varnish	14·00
947	Prepared paints, liquid, known as enamels, i.e., containing varnish, quick drying, with a smooth, hard finish	16·00
948	Prepared paints, liquid, with a base of rubber, including those for painting tyres	16·00
949	Prepared paints, liquid, with a base of cellulose nitrate and the like (pigmented lacquer paints)	18·00
950	Paints with a base of bituminous substances in containers of 5 gallons or more	6·00
951	Anti-fouling compositions with poisonous pigments, specially for ships' bottoms, including paints of like composition, non-poisonous, to be used as undercoating, with the above compositions	12·00
952	Anti-corrosive paints for priming, specially for metal structures, the pigment of which is based on a lead oxide	14·00
953	Paints with metallic pigments of aluminium and copper, prepared in paste, liquid or powder form, with or without medium of any kind	18·00
955	Special water paints or pigments, for use on leather	3·00
956	Special oil paints or enamel paints, with addition of plasticizer, for use on leather	8·00
957	Special paints with a base of cellulose nitrate, embodying a plasticizer, such as those known as 'permeoles' and others, for use on leather	18·00
959	Products based on various dyestuffs and solvents, specially for use as wood-stains	8·00
960	Compound liquids for thinning paints	4·00
961	Compound liquids for thinning cellulose nitrate paints	5·00
962	Common glazier's putty	1·50
963	Cellulose nitrate putties for priming	8·00
964	Putties and mastics, n.s.m., including that known as 'iron cement' and those compounded on a base of shellac and others, used especially for making and fastening gaskets	2·50
965	Prepared paint driers, in powder or liquid form	10·00
2223	Special glass bottles for milk, with or without inscriptions	1·20
2411	Alter the description, as follows:	
	Aluminium powder, *or paste*, without admixture or preparation of any kind, for the manufacture of colours or for other purposes	No change

Note:

The *ad valorem* import duties payable on the above items are not affected by these Resolutions.

CANADA

'Made in Canada' ruling

THE FOLLOWING ruling has been made for Canadian Customs purposes:—

Of 'a class or kind made in Canada':

Stannous Octoate (Stannous 2-Ethylhexoate; Tin Octoate)

Fusazolidone (N- (5-nitro-2-furfurylidene-3-amino-2-oxazolidone)

(Ruling effective October 25, 1963)

Note:

The above-mentioned are being transferred from the category of a kind not made in Canada. The above information is contained in Canadian Department of National Revenue Memorandum Series D51-33-2, dated September 24, 1963.

MEXICO

Import licensing

THE MEXICAN *Diario Oficial* published Decrees making goods under the following headings subject to prior import licence with effect from the date of publication:

Published on July 16, 1963

Decree No.

281.01.13 Gamboge.
281.01.14 Myrrh gum.
281.01.15 Chilte.
500.04.10 Elementary white or yellow phosphorus, in tank lorries.
500.06.11 Ammonium bromide.
500.11.11 Calcium bromide.
500.15.06 Copper nitrate.
500.18.04 Strontium bromide.
500.20.03 Iron phosphate.
500.21.08 Magnesium peroxide.
500.21.09 Magnesium phosphate.
500.21.10 Magnesium bromide.
500.27.19 Potassium hypophosphite.
500.27.20 Potassium bromide.
500.30.33 Sodium hypophosphite.
500.31.07 Zinc peroxide.
501.15.13 Calcium stearate.
501.15.14 Sodium stearate.
501.16.99 Organo-metallic salts, n.s.m.
501.23.02 Cellulose acetate in the solid state, even if it is combined with other organic radicals, without pigmenting or containing colouring matter derived from coal tar except that under tariff heading No. 501.23.07.
512.00.99 Anilines or colouring matters derived from coal tar, n.s.m., when 0·5 grammes of such products are soluble in 100 grammes of the following solvents: water, ethyl alcohol at 95° Gay Lussac centesimal at a temperature of 15°C., acetone, ethyl ethers or esters, benzol, toluene, pyridine or recently prepared aqueous solutions of acetic acid at 1 per cent, sodium hydrosulphite at 1 per cent, caustic soda at 1 per cent, sodium sulphide at 1 per cent, or of a mixture of these four solutions.
540.00.96 Essential oils, natural or artificial, other than of fruits, weighing more than 5 but not more than 25 kilog., including the immediate container, n.s.m.
540.00.97 Essential oils, natural or artificial, other than of fruits, weighing more than 25 but not more than 50 kilog., including the immediate container, n.s.m.
540.00.98 Essential oils, natural or artificial, other than of fruits, weighing more than 50 but not more than 100 kilog., including the immediate container, n.s.m.
540.00.99 Essential oils, natural or artificial, other than of fruits, weighing more than 100 kilog., including the immediate container, n.s.m.
541.00.00 Fruit essences or synthetic imitations thereof, not containing spirits.
542.00.98 Extracts for the manufacture of soft drinks, not containing sugar, n.s.m.
570.00.15 Synthetic resins, solid, derived from styrene, or from polystyrene, whether or not containing added modifying agents, such as synthetic rubber, glass fibres or others, in order to increase their resistance to shock, when the conditions of No. 570.00.15 are not complied with.
570.00.16 Synthetic resins, solid, derived from styrene or from polystyrene, whether or not containing added modifying agents, such as synthetic rubber, glass fibres and others, in order to increase their resistance to shock, when the conditions of Tariff No. 570.00.15 are not complied with.
593.02.08 Benzothiazoic and aldehydoaminic preparations, guanidine derivatives, organic and organo-metallic salts and mixtures thereof, used as accelerators in the process of vulcanizing rubber.
593.02.09 Amino and phenolic organic and basic preparations and their derivatives, also mixtures of such products, used as retarders in the process of oxidizing rubber.
593.03.00 Alcohols, organo-metallic salts and other sulphonated organic radicals, not constituting oils or fats, so identifiable in that the fatty acids do not separate when 50 cubic centimetres of a 25 per cent aqueous solution of the product is brought to the boil and treated with 10 cubic centimetres of sulphuric acid.
593.99.86 Mixtures and preparations, n.s.m., when it is proved to the satisfaction of the General Directorate of Customs that they will be used in the manufacture of additives for lubricants.

Published on July 17, 1963

672.04.05 Aluminium sheets with a width of 45 and even 55 cms., and weight of up to 1·60 grammes per square decimetre, in rolls, for the manufacture of electric condensers.
672.04.06 Aluminium strips with a width of 6 cm., weight per square decimetre being up to 2·50 grammes, and the grade of purity being superior to 99·85 per cent of aluminium for the manufacture of electric condensers.
743.00.07 Fragile mouldings with a basis of iron oxide in the shape of a cylinder or bell, used as inductive nucleus in the industry of electronics, as long as they are identified by means of catalogues, pamphlets or photographs.
743.00.08 Fragile mouldings with a basis of iron oxide, in the shape of a square or rectangle used as inductive nucleus in the industry of electronics, as long as they are identified by means of catalogues, pamphlets or photographs.
743.00.09 Fragile mouldings with a basis of iron oxide, in the shape of rods or wires, etc.
743.00.10 Fragile mouldings with a basis of iron oxide, in shapes not specified in tariff headings 743.00.07, 743.00.08 and 743.00.09, etc.
743.00.11 Fragile mouldings with a basis of iron oxide, used as magnetic sheeting in the industry of electronics, etc.

Published July 23, 1963

500.31.00 Zinc chloride.
715.08.22 Metal apparatus with or without compressors used in various industrial equipment for the drawing of gases or to generate a vacuum by means of a current of water vapour or compressed air, commercially known as ejectors.

Published July 26, 1963

050.00.14 Rice with husk.
050.00.16 Broken rice.
400.02.10 Lanolin. Requires prior import permit. LAFTA member countries do not require prior import permit.

Published August 3, 1963

501.23.07 Cellulose acetate in the solid stage, not containing plastic matter or colouring, imported exclusively for the manufacture of artificial fibres.
735.00.06 Radio-communication transmitters and receivers
735.00.12 Telecommunication equipment for radio VHF for use in vehicles and its corresponding fixed stations. Requires prior import permit. LAFTA member countries do not require prior import permit.
735.00.13 Telecommunication equipment of bands for different teletronic channels and with a power between 10 watts and 1 kW. Requires prior import permit. LAFTA member countries do not require prior import permit.
741.02.02 Driving chains of iron or steel for the transmission of movement.

Published August 9, 1963

050.00.15 Polished rice. Requires prior import permit. LAFTA member countries do not require prior import permit.
099.99.15 Mixtures, preparations and products of organic origin, even when frozen, provided they are proved to be intended for use in food or in the manufacture of food for ornate fish and that such is clearly specified by their trade presentation, subject to registration by the Ministry of Agriculture and Livestock.
642.03.01 Fabrics of plastic fibres other than those obtained from cellulose and casein, for bolting flour.
642.03.99 Fabrics with warp and weft of plastic fibres other than those obtained from cellulose and casein, n.s.m.
655.04.10 Glass, plane, translucent, grey or green, with a thickness of up to 2½ mm., width of up to 37 cms. and length of up to 70 cms. used to lessen the intensity of the light.
670.07.04 Bands or strips, flat of iron of steel, of a width of up to 10 cms. and a thickness of not more than 1·5 mm., galvanized, for the manufacture of flexible tubes.
670.07.09 Bands or strips, flat of iron or steel, of a width of up to 12 cms. and a thickness of not more than 1·5 mm., layed with lead, for the manufacture of flexible tubes.
671.02.07 Bare wire with a basis of copper, nickel and zinc alloys (commercially known as alpaca, white metal or German silver), with a diameter of 3 mm.
741.00.05 Belts, other than endless, for use with machines, of rubber or rubber impregnated fabrics, more than 110 cms. in width and used in that width for machines in the mining industry.
741.00.08 Belts, endless or otherwise, of rubber or rubber impregnated fabrics, for use with machines, weighing up to 5 kilog. each.
741.00.14 Belts other than endless for use with machines, of rubber or rubber impregnated fabrics, with a width of 152 cms. of all kinds.
741.00.15 Endless belts, of rubber with a thickness from 45 to 80 mm., and a width from 115 to 205 cms., with the external circumference of five metres.
741.00.16 Endless belts, woven from any kind of fibre, imbricated joined

with rubber and one of the surfaces covered with a coat of rubber, as long as its entire thickness is of 6 mm., width from 70 cms. to 5 metres, and exterior circumference, up to 60 metres.

Published on August 14, 1963
715.11.03 Machines for shaping metal parts, known as forging, stamping and die-stamping machines.

Published on August 24, 1963
680.15.03 Clips of iron or steel wire or sheet, for any purpose.

Published on August 29, 1963
742.06.01 Single flat elements, for dry batteries, separate or connected, each element being up to 12 mm. thick and measuring up to 7 cms. on any side, for the manufacture of electric batteries.

Published on September 6, 1963
260.09.00 Common salt in grains (sodium chloride).
260.09.01 Common salt, ground (sodium chloride).

Published on September 11, 1963
679.00.03 Iron or steel electrodes, covered with flux for electric soldering.
679.01.00 Solders of lead and tin, whether or not covered with flux (including those known as 'electrodes.')

Published on September 12, 1963
679.00.00 Iron or steel solders, cut to special size, not covered with flux, whether or not in the form of wire. Requires prior import permit. LAFTA member countries do not require prior import permit.
679.00.01 Iron or steel, covered with flux (including those known as 'electrodes.') Requires prior import permit. LAFTA member countries do not require prior import permit.
700.01.05 For the spinning and weaving industry and the yarns, threads and fabric goods industry, other than machines and apparatus falling within No. 700.01.17.
718.02.99 Insecticide sprayers, of any type, n.s.m.
762.01.99 Separate parts and spare parts of automobile driving gear, identifiable, n.s.m.

The restriction on goods under headings Nos. 050.00.14, 050.00.15, 050.00.16, 670.07.04, 670.07.09, and 700.01.05 includes the Free Zones and Perimeters of Mexico. The restriction on goods under headings 671.02.07, 741.00.05, 741.00.08, 741.00.14, 741.00.15, 741.00.16, includes the Free Zones of Lower California (Baja California) and part of the state of Sonora.

CHILE

Amendments to import list

THE FOLLOWING amendments should be made to Chile's List of Permitted Imports. The list was first published in the *Board of Trade Journal* of July 6, 1962, page 50, and amendments have appeared frequently in later issues.

Section	Group	Item	Per cent Tax Surcharge	Category of deposit
III	10	Mohair wool	10	B
		Camel hair	10	B
IX	45-53	Nitrate of ammonia (formerly under general item 'Chemical products not specified, except those which figure on the Prohibited List')	5	A
IX	47	Detonating fuses, excepting slow fuses of not less than 50 sec./mt.	10	A
XIII	76	Unspecified books	50	A
XIII	79	Lenses with optical graduation	100	B

ECUADOR

Import control

THE BRITISH EMBASSY in Quito has reported that the Ecuadorean Import Lists have been amended as follows:

Add to List II:

Item No.	Description
123	Sugars, other than beet sugar, cane sugar and the like, (glucose, maltose, lactose and the like): (d) Caramelized sugars.

This amendment means that caramelized sugars are now permitted as luxury imports.

VENEZUELA

Import licences and import duties

THE VENEZUELAN Ministries of Finance and Development have issued the following resolutions relating to import duties and import licences on certain goods. The measures do not apply to imports made with consular invoices dated prior to, or the same as, the effective date of the resolution.

Item No.	Description	Duty in Bolivars
812.03.08	Sinks*	0·005
	Effective from September 3, 1963.	
699.12.01.1	Matchets, shovels, pick-axes, hoes, 'chicuras'† and 'chicurones'†*	Free
699.12.01.2	Not specified	Free
	Note: For the Venezuelan terms marked † there is no exact English translation available. They are hand digging tools.	
	Effective from September 3, 1963.	
651.03.01	Cotton yarn and thread, grey, not mercerized, for looms:	
651.03.01.1	Single up to 68,000 metres per kg.*	6·00
651.03.01.2	Single more than 68,000 metres per kg.*	6·00
651.03.01.3	Multiple up to 68,000 metres per kg. and per ply*	6·00
651.03.01.4	Multiple more than 68,000 metres per kg. and per ply*	6·00
651.04.01	Cotton yarn and thread, bleached, dyed, mercerized or otherwise treated for looms:	
651.04.01.1	Single up to 68,000 metres per kg.*	6·00
651.04.01.2	Single more than 68,000 metres per kg.*	6·00
651.04.01.3	Multiple up to 68,000 metres per kg. and per ply*	6·00
651.04.01.4	Multiple more than 68,000 metres per kg. and per ply*	6·00
651.04.02.4	Not specified*	6·00
	Effective from September 3, 1963.	
652.01	Cotton fabrics, grey (unbleached):	
652.01.02	90 cms. or more in width weighing:	
652.01.02.1	Up to 100 grammes	28·00
652.01.02.2	Up to 150 grammes	24·00
652.01.02.3	Up to 250 grammes	20·00
652.02	Cotton fabrics other than grey (bleached, dyed, mercerized, printed or otherwise finished):	
652.02.01	Plush, panne or imitations of velvet:	
652.02.01.2	90 cms. or more in width weighing:	
	A. Up to 300 grammes	20·00
	B. Up to 500 grammes	12·00
652.02.03	Bleached or dyed fabrics, plain, n.e.s.:	
652.02.03.2	90 cms. or more in width weighing:	
	A. Up to 100 grammes	33·00
	B. Up to 150 grammes	27·00
	C. More than 150 grammes	22·00
652.02.04	Bleached or dyed fabrics, figured, n.e.s.:	
652.02.04.2	90 cms. or more in width weighing:	
	A. Up to 100 grammes	31·00
	B. Up to 150 grammes	28·00
	C. Up to 250 grammes	24·00
	D. More than 250 grammes	18·00
652.02.05	Printed or chiné fabrics, plain:	
652.02.05.2	90 cms. or more in width weighing:	
	A. Up to 100 grammes	34·00
	B. Up to 150 grammes	30·00
	C. More than 150 grammes	24·00
652.02.06	Printed or chiné fabrics, figured:	
652.02.06.2	90 cms. or more in width weighing:	
	A. Up to 100 grammes	34·00
	B. Up to 150 grammes	30·00
	C. Up to 250 grammes	25·00
	D. More than 250 grammes	20·00
652.02.07	Fabric woven from threads of different colours, plain:	
652.02.07.2	90 cms. or more in width weighing:	
	A. Up to 100 grammes	34·00
	B. Up to 150 grammes	30·00
	C. More than 150 grammes	24·00
652.02.08	Fabrics woven with threads of different colours, figured and fabrics, n.e.s.:	
652.02.08.2	90 cms. or more in width weighing:	
	A. Up to 100 grammes	34·00
	B. Up to 150 grammes	30·00
	C. Up to 250 grammes	24·00
	D. More than 250 grammes	18·00
652.02.09	Self-coloured fabrics known commercially as 'poplins':	
652.02.09.2	90 cms. or more in width weighing:	
	A. Up to 100 grammes	30·00
	B. Up to 150 grammes	27·00
	C. More than 150 grammes	23·00
653.03.03	Linen fabrics, other than bleached, plain or figured, weighing:	
653.03.03.3	More than 250 grammes	15·00
653.05.02	Canvas of synthetic or artificial textile fibres, pure or intermixed:	
653.05.02.2	90 cms. or more in width weighing:	
	A. Up to 150 grammes	43·00
	B. Up to 300 grammes	32·00
	C. Up to 500 grammes	24·00
653.05.03	Fabrics of man-made textile fibres mixed with other textile fibres:	
653.05.03.3	Containing other fibres, n.e.s., and 90 cms. or more in width weighing:	
	A. Up to 150 grammes	40·00
	B. Up to 300 grammes	32·00
	C. Up to 500 grammes	24·00
655.05.02	Elastic fabrics	16·00
841.19.04	Handkerchiefs:	
841.19.04.4	Of cotton*	12·00
	Effective from September 14, 1963.	

The items marked * are subject to a licence.

(*Continued on next page*)

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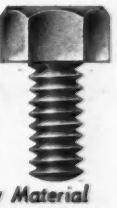

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Venezuela, continued

Import control on textiles

IT WAS REPORTED in the *Board of Trade Journal* of September 6, page 539, that the Venezuelan Ministry of Development had published details of seals which were required to be stamped by producers on invoices for woollen fabrics.

The British Embassy in Caracas has now reported that this requirement applies to invoices of local woollen manufacturers and that foreign exporters of woollen piece-goods are not affected.

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of H.M. Embassy and the Peruvian British Trade Centre (an outpost of the Western Hemisphere Exports Council).

The bulletin has at present a circulation of 1,500 copies which are distributed exclusively among businessmen, industrialists, government officials and others interested in the purchase of goods from abroad. The bulletin is distributed free of charge.

Firms and agencies in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Further details can be obtained from La Secretaria Comercial, Embajada Britanica, Casilla 854, Lima.

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Index to statistics published regularly in the Board of Trade Journal

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Title	*Last published*
Balance of payments (Q)	4 Oct. 1963
Business names registered (A)	1 Feb. 1963
Capital expenditure:	
By industry – provisional (Q)	13 Sept. 1963
– final (Q)	This week
Expected capital expenditure (6-M)	16 Aug. 1963
Distributive and service trades (A)	14 Dec. 1962
Cars and commercial vehicles (M)	27 Sept. 1963
Catering trades turnover (M)	This week
Companies:	
Income and finance (Q)	2 Aug. 1963
New companies registered (M)	27 Sept. 1963
Engineering and electrical goods:	
Production, exports and orders (M)	27 Sept. 1963
Deliveries of certain products (Q)	27 Sept. 1963
Film industry:	
Cinema admissions and takings (M)	4 Oct. 1963
Trends in film going (A)	1 Mar. 1963
Foreign trade:	
Commonwealth trade (A)	28 June 1963
Sterling area trade summary (Q)	2 Aug. 1963
Trends in exports of manufactures (A)	27 Sept. 1963
World trade and production (Q)	21 June 1963
Foreign trade of the U.K.:	
Trade by air (6-M)	21 June 1963
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Gold and dollar reserves (M)	This week
Hire purchase:	
Assets and liabilities of HP companies (Q)	6 Sept. 1963
Business (M)	4 Oct. 1963
Industrial building:	
Provisional figures (Q)	19 July 1963
Industrial production:	
Census, first results (A)	14 Dec. 1962
Index nos. (M)	27 Sept. 1963
N. Ireland index (M)	27 Sept. 1963
Insurance companies:	
Assets (A)	19 July 1963
Transactions (Q)	19 July 1963
Investments and earnings overseas (A)	19 April 1963
Passenger movement to and from U.K. (Q)	27 Sept. 1963
Pension funds:	
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Transactions (Q)	26 July 1963
Retail prices index (M)	27 Sept. 1963
Retail trade:	
Index nos. (M)	4 Oct. 1963
N. Ireland index (M)	This week
Shipping movement at U.K. ports (Q)	13 Sept. 1963
Stocks:	
Manufacturers and distributors (Q)	This week
Retail (M)	13 Sept. 1963
Textiles:	
Clothing and textiles orders and deliveries (M)	20 Sept. 1963
Man-made fibres production (M)	This week
Wholesale houses sales (M)	13 Sept. 1963
Wool and cotton output (M)	20 Sept. 1963
Tourist traffic (M)	30 Aug. 1963
Wholesale prices:	
Average prices of selected commodities (A)	15 Feb. 1963
Index nos. (M)	13 Sept. 1963

Board of Trade Departments, etc.

Subject	*Last published*
British Commercial Representatives Overseas	This week
Board of Trade Departments	3 Aug. 1962
Board of Trade, Regional Organization	This week
ECGD Local Offices	27 Sept. 1963
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	24 May 1963
U.S. Consular Offices in the U.K.	21 July 1961

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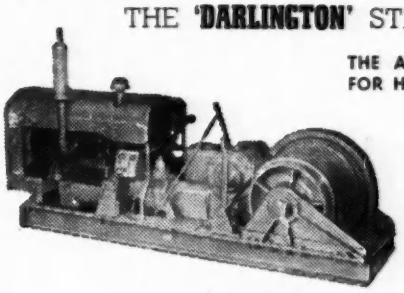

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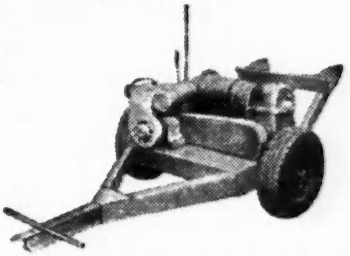

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Last year KLM flew more freight to world destinations than any other European airline. WHY?

Because they have a world-wide reputation for reliability. This reputation was not acquired overnight. It came with experience—KLM have been handling freight on a world scale for 43 years—longer than any other airline. KLM is an airline of experts. Their expertise can save you and your customers time and money. *This is why:*

SPEED

1. At all the major airports throughout the world KLM maintain their own staff of trained cargo personnel. Export *and* import documentation is speeded up and customs formalities are skilfully completed. Time saved on the ground means that your goods arrive sooner.

2. KLM packaging and loading experts are practical men whose sole job is to investigate and advise shippers throughout the world on the simplest and best means of air-freighting their products.

3. Spacious new Air Freight buildings at London Airport house both export and import departments. Outgoing capacity *alone* is over 90 tons each week.

4. KLM recently opened the biggest cargo area at Idlewild Airport. It has a capacity of more than 250 tons of freight, handles five DC-7 freighter aircraft at a time, and weighs 18 tons of imports simultaneously.

ECONOMY

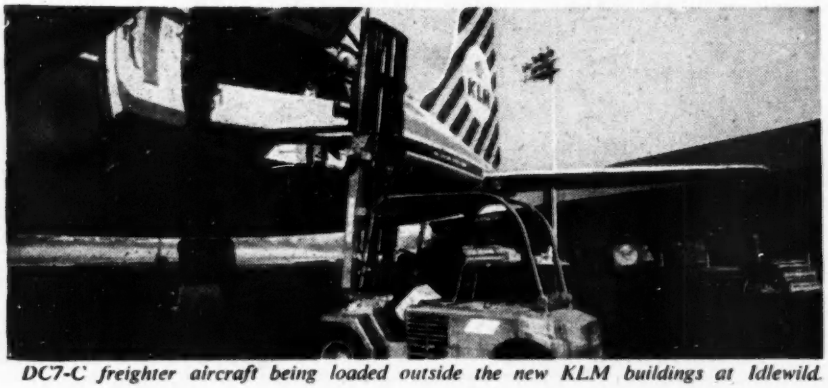
1. KLM reputation for punctuality is so high that a well known American firm of underwriters offers a Time Arrival Guarantee Scheme in which they offer *KLM shippers only* an insurance against freight delay at astonishingly low premiums.

2. KLM offers attractive quantity discounts for large consignments to 105 cities in 68 countries—e.g. to the U.S.A.—up to 66⅔% saving on normal rates—plus still lower commodity rates for a large variety of goods.

SPECIAL FACILITIES

1. When cargoes need special attention, even special charter aircraft, both exporters and importers get the benefit of KLM specialised handling and know-how. For awkward and bulky machinery, ships' spares, oil drilling equipment, etc. KLM operate special charter flights at surprisingly economical rates.

2. KLM recently handled the biggest freight charter in civil aviation history. 1,000 tons of insecticide was rushed from U.S.A. and Europe to save the entire Egyptian cotton crop.



DC7-C freighter aircraft being loaded outside the new KLM buildings at Idlewild.

You can fly your freight by KLM to any one of 68 countries. KLM have the world's second largest air network: 144,000 unduplicated route miles.

Passenger/cargo and all-cargo flights serve 105 destinations from London, Manchester, Glasgow and Dublin. A KLM aircraft takes off or lands somewhere in the world *every 4 minutes.*

Every KLM appointed Cargo Agent has been approved by the International Air Transport Association; approved because of his expert knowledge of rates, services and world-wide import and export regulations. KLM has more than 300 Cargo Agents in U.K. and Ireland, and thousands more throughout the world. All are ready to give you the benefit of their wide and varied experience. So too is any KLM Cargo Office.

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